

WEEK 1 **LAUNCH**
AGENDA: Sept. 16th - 20th



Day	Time	Subject/Skill	
Monday 9/16	9:00 - 10:00am	What You Can Expect from Launch	Deb Taylor, Director Professional Development
	10:00 - 11:00am	Get In the Flow	Beth Stewart, Broker - West
	11:00am - 12:00pm	WallaceConnect.com: Our Brokerage Hub	Deb Taylor
	12:00 - 1:00pm	Our Wallace Story	George Wallace, CEO
		You will learn how and when Wallace RE got started and hear about our Brokers, Managers, and Staff Members	<i>Lunch Provided for Launch Attendees</i>
	1:00 - 2:00pm	Social Media to Expand Your Reach	Kate Spears, Social Media Consultant
	2:00 - 3:00pm	MoxiEngage: Our Contact Manager	Deb Taylor
Wednesday 9/18	1:00 - 2:00pm	A Day in the Life of a REALTOR	Andrew McGranaghan, CDO
	2:00 - 3:30pm	Know the Market & Share Your Value	Rhonda Thompson, Broker - Farragut
Friday 9/20	9:00 - 10:00am	MoxiEngage Part 2 - Deeper Dive	Deb Taylor
	10:00 - 11:00am	Wallace Media Offerings & Ordering	Sharon Long & Ashleigh Williams, Media
	11:00am - 12:00pm	Mortgage 101 - CMG Financial	Norma White, Loan Officer, Bearden
	12:00 - 1:00pm	<i>Lunch on your own</i>	
	1:00 - 2:00pm	Spend Your Week Wisely	Jennifer Humphrey-Poveda, Broker - North
	2:00 - 3:00pm	How to Run a Successful Open House	Beth Bradley, Broker - Bearden

DEB TAYLOR: 865 363 8230

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WEEK 2 **LAUNCH**
AGENDA: Sept. 23rd - 27th



Day	Time	Subject/Skill	
Monday 9/23	9:00 - 10:30am	Writing the Offer	Beth Stewart, Broker - West
	10:30 - 11:00am	Leading RE Institute	Deb Taylor
	11:00am - 12:00pm	MLS Searches and CRS	Claudia Stallings, COO
	12:00 - 1:00pm	<i>Lunch on your own</i>	
	1:00 - 2:30pm	MLS Comparables	Claudia Stallings, COO
	2:30 - 3:30pm	Buyer Consultation: How to Ace the Buyer Showing	Andrew McGranaghan, CDO
Wednesday 9/25	9:00 - 10:30am	How Get Listings by Diving into KGIS, CRS, and FlexMLS	Jim Fox
	10:30 - 11:30am	Creative Mind Mapping	Howard Ouellette, Director Corporate Communication
	11:30am - 12:30pm	Let's Hear From Our Partners	Property Management: Nina Guity Wallace Commercial Katie Witt Jim Staley: Dogwood Insurance: 2-10 Home Warranty: Dawn Titsworth
	12:30 - 1:30pm	<i>Lunch on your own</i>	
	1:30 - 2:30pm	MoxiPresent: The Buyer Presentation	Deb Taylor
	2:30 - 3:30pm	The Organized Realtor	Anne Williams
Friday 9/27	9:00 - 10:30am	Moxi Websites - Getting Started	Deb Taylor
	10:30 - 11:30am	Leverage the Power of A.I.	Howard Ouellette
	11:30am - 12:00pm	What You Need to Know About Foundations	AFS Foundation & Waterproofing Specialists
	12:00 - 1:00pm	<i>Lunch Provided</i>	
	1:00 - 2:00pm	Transaction Desk: The Buyer Transaction	Will Roberts, Broker - Lakeside
	2:00 - 3:30pm	MoxiPresent: The Listing Presentation	Deb Taylor

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WEEK 3 **LAUNCH**
AGENDA: Sept. 30th - Oct. 3rd



Day	Time	Subject/Skill	
Monday 9/30	9:00 - 10:00am	Mastering the Listing Presentation	Debbie Yankey, Farragut Top Producer
	10:00 - 11:30am	Skyslope - Our Forms Manager	India McDowell
	11:30am - 1:00pm	<i>Lunch - On Your Own</i>	
	1:00 - 3:00pm	Listing Paperwork	Beth Bradley, Broker - Bearden
Wednesday 10/2	9:00 - 12:00	Purchase & Sale Agreement Hands On Workshop	Rhonda & Will Roberts
	12:00 - 1:00pm	<i>Lunch - On Your Own</i>	
	1:00 - 2:00pm	Transaction Desk: The Listing Transaction	Will Roberts, Broker - Lakeside
	2:00 - 3:00pm	Referral Opportunities with Leading RE and Opicity	Carol Hart, Director Referral Connections
Thursday 10/3	9:00 - 11:00am	Mock Closing - at Melrose Title, 151 Major Reynolds Place. Regions Bank Bldg. <i>(light breakfast provided)</i>	LuAnn Hileman-Crass, Esq., President and Erica McClure, Esq., VP of Commercial at Melrose Title
	11:00 - 12:00pm	Agent Panel: Sharing Experiences of Their First Year	<i>Panelists: List Coming Soon</i>
	12:00 - 1:00pm	<i>Lunch Provided For Attendees</i>	
	1:00 - 2:30pm	The Devil in the Details	Jennifer Humphrey-Poveda, Broker - North
	2:30 - 3:00pm	Challenges and Feedback	Jim Wallace, CFO
	3:00 - 3:15pm	Wrap Up	Deb Taylor

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