

## Cashin Company Training Schedule

### AGENT PRODUCTIVITY TRAINING

Palo Alto Office & Training Center

400 Hamilton Avenue, Suite 130 ● Palo Alto, CA 94301 ● 650-853-7100

*Layne Kubwin, Director of Training & Recruitment*

**STUDENTS – PLEASE USE STREET PARKING IN THE NON-METERED RESIDENTIAL AREAS**

**Modules & Subject Matter**

1. My Role as the REALTOR®	11. Listing Agreements
2. Business Planning	12. Pricing the Listing
3. Time Management	13. Listing Presentations & Commissions
4. Target Marketing, Branding & Me!	14. TDS & Supplemental Seller's Checklist
5. Effective Communication	15. Finance
6. Active Prospecting Methods	16. Open Houses
7. Passive Prospecting Methods	17. Working with Buyers
8. Agency Disclosure & Fiduciary Duties	18. Showing Property/Writing the Offer
9. FSBOS & Expired Listings	19. Presenting the Offer/Negotiation
10. Working with Sellers	20. Escrow, Trust Funds & File Management

**PLUS... A FULL DAY COVERING THE PRDS PURCHASE CONTRACT**

**PLUS... FULL DAY COVERING THE CAR PURCHASE CONTRACT**

**Morning Session**  
9:30 AM - 12:30 PM

**Afternoon Session**  
1:30 PM - 4:30 PM

Day	Date	AM Module	PM Module	Day	Date	AM Module	PM Module
W	9-Jan	1	11	Th	10-Jan	6	16
W	16-Jan	2	12	Th	17-Jan	7	17
W	23-Jan	3	13	Th	24-Jan	8	18
W	30-Jan	4	14	Th	31-Jan	9	19
T	5-Feb	5	15	Th	7-Feb	10	20
F	8-Feb	PRDS -1	PRDS - 2	W	20-Feb	CAR - 1	CAR - 2
Th	21-Feb	1	2	F	22-Feb	3	4
W	5-Mar	5	6	Th	6-Mar	7	8
T	11-Mar	9	10	W	12-Mar	11	12
Th	13-Mar	13	14	F	14-Mar	15	16
W	26-Mar	17	18	Th	27-Mar	19	20
W	2-Apr	PRDS -1	PRDS - 2	Th	3-Apr	CAR - 1	CAR - 2
W	9-Apr	1	2	Th	10-Apr	3	4
W	16-Apr	5	6	Th	17-Apr	7	8
W	23-Apr	9	10	Th	24-Apr	11	12
W	30-Apr	13	14	Th	1-May	15	16
W	7-May	17	18	Th	8-May	19	20
W	14-May	PRDS -1	PRDS - 2	Th	15-May	CAR - 1	CAR - 2
W	21-May	1	2	Th	22-May	3	4
W	28-May	5	6	Th	29-May	7	8
W	4-Jun	9	10	Th	5-Jun	11	12
W	11-Jun	13	14	Th	12-Jun	15	16
W	9-Jul	17	18	Th	10-Jul	19	20
W	16-Jul	PRDS -1	PRDS - 2	Th	17-Jul	CAR - 1	CAR - 2
W	23-Jul	1	2	Th	24-Jul	3	4
W	30-Jul	5	6	Th	31-Jul	7	8
W	6-Aug	9	10	Th	7-Aug	11	12
W	13-Aug	13	14	Th	14-Aug	15	16
W	20-Aug	17	18	Th	21-Aug	19	20
W	27-Aug	PRDS -1	PRDS - 2	Th	28-Aug	CAR - 1	CAR - 2
W	3-Sep	1	2	Th	4-Sep	3	4
W	10-Sep	5	6	Th	11-Sep	7	8
W	17-Sep	9	10	Th	18-Sep	11	12
W	1-Oct	13	14	Th	2-Oct	15	16
W	8-Oct	17	18	Th	9-Oct	19	20
W	15-Oct	PRDS -1	PRDS - 2	Th	16-Oct	CAR - 1	CAR - 2
W	22-Oct	1	2	Th	23-Oct	3	4
W	29-Oct	5	6	Th	30-Oct	7	8
W	5-Nov	9	10	Th	6-Nov	11	12
W	12-Nov	13	14	Th	13-Nov	15	16
W	19-Nov	17	18	Th	20-Nov	19	20
W	10-Dec	PRDS -1	PRDS - 2	Th	11-Dec	CAR - 1	CAR - 2