

Top Dogs Webinar Schedule, First Quarter of 2009

For more information click the links below or call 1-888-894-5772.

You may register for each session, one at a time, for \$89.00, or you can register for any 12 sessions, including the recordings of the sessions, for just \$595.00. (Note; the introductory program: How to Succeed in Commercial Real Estate is just \$29.00)

To register for the entire series, simply register for one session. On the registration form, check the box indicating your desire to register for the entire series. Your card will be charged for the balance and you will receive confirmation of your registration in each of the next 12 sessions. You will also see that we are offering a Managers Mastermind Group program that is comprised of 12 sessions conducted monthly and enrollment is by annual subscription. [For more information click here](#)

The following indicators relate to the level of training

FT means it's for newer agents

EB is for emerging brokers and is more advanced than FT

NL is next level for seasoned brokers

[Click Here to Register:](#)

First Quarter of 2009 Schedule:

IMPORTANT NOTE!

ALL TIME ARE PACIFIC COAST TIME!

Jan 8, 2009 3:15 pm PST

Intro: How to Succeed in Commercial Real Estate \$29.00

1 hour 30 min.

[Click Here to Register:](#)

Jan 15, 2009 10:45 am PST

How to Prosper in Turbulent Times \$49.00

1 hour 30 min.

[Click Here to Register:](#)

Jan 20, 2009 3:15 pm PST

FT - Office Space: 45 Questions You Must Ask \$89.00

2 hours

[Click Here to Register:](#)

Jan 21 - Dec 16, 2009 10:15 am PST

(This is a 12 session recurring event, by annual subscription)

Management Mastermind Group Meeting \$595.00

1 hour 30 min. [For more information click here](#)

[Click Here to Register:](#)

Jan 22, 2009 9:15 am

EB - The Big Choice: How to Choose a Specialty \$89.00

2 hours

[Click Here to Register:](#)

Jan 23, 2009 8:45 am

NL- How to Develop 400 Loyal Commercial Accounts, Fast \$89.00

2 hours

[Click Here to Register:](#)

Feb 11, 2009 10:15 am

Intro: How to Succeed in Commercial Real Estate \$29.00

1 hour 30 min.

[Click Here to Register:](#)

Feb 17, 2009 3:15 pm FT - Industrial Space: 15 Things You Must Know to Lead the Field \$89.00

2 hours

[Click Here to Register:](#)

Feb 19, 2009 9:15 am

EB - 20 Good Accounts in 20 Days \$89.00

2 hours

[Click Here to Register:](#)

Feb 20, 2009 8:45 am

NL- 299 People You Have to Get to Know...And Strategies to Make Them Your Friends. \$89.00

2 hours

[Click Here to Register:](#)

Mar 10, 2009 12:15 pm

Intro: How to Succeed in Commercial Real

1 hour 30 min.

[Click Here to Register:](#)

Mar 17, 2009 3:15 pm

FT - Retail Properties: 29 Questions You Must Ask \$89.00

2 hours

[Click Here to Register:](#)

Mar 19, 2009 9:15 am

EB - How to Become a People Person Strategies for Networking and Building Resource Teams, Leads Groups, and Referral Systems \$89.00

2 hours

[Click Here to Register:](#)

Mar 20, 2009 8:45 am

NL- How to Build Your Personal Brand, Become a Recognized Expert, and Get \$100,000 Worth of Free Advertising \$89.00

2 hours

[Click Here to Register:](#)

We have many more topics to come this year including

Automating, Outsourcing, and Delegating – How to Build the Ideal Team.

A Marketing Plan that Makes the Telephone Ring.

How to Thoroughly Impress Owners – Strategies for Moving Listings and Turning Owners into Loyal Fans.

Turbo-Charge Your Advertising – How to Triple Your Results From Print, Direct Mail, Signs, and Internet Advertising.

Impressive Presentations – How to Win Every Assignment.

Effortless Tenant Representation – Strategies For Tenant Rep that Will Attract Better Accounts and Serve Them More Effectively

Level Two Time Management – More Time, Less Stress

Buyer Representation that Pays – Strategies for Obtaining Buyer Loyalty

The Most Under-Utilized Strategy for Generating Leads and Increasing Client Loyalty.

Build a Practice that Can Deliver: Systems that Will Create Raving Fans

Raise Your Stature in the Industry: Become a Well-Known Expert

Build Your Marketing Plan: Get the Phone to Ring

Develop Your Collateral: How to Look Like One of the Best

World Class Sales Skills: 7 Characteristics of World-Class Persuaders

Dynamic Presentations: How to Win Big Accounts

High-Powered Negotiating

Practical Time Management

Building Systems and Going to the Next Level

Office Space: 45 Questions You Must Ask

Industrial Space: 15 Things You Must Know

Retail Space: 29 Questions You Must Ask

Multi-Family Residential: How to Stand Out As an Expert

Land Brokerage: What You Need to Know to Profit From Vacant Land

Investment Analysis: The Numbers Made Simple

Property Valuation: How to Value Commercial Property

Commercial Property Financing: How to Get a Deal Done

Owner Representation: 8 Steps to Representing Owners

Buyer Representation: Anatomy of a Commercial Sale

Tenant Representation: 8 Steps to Representing Tenants

Tools You Need to Have and People You Need to Get to Know