

Good To Know U

january

All classes held online via LiveStream unless otherwise specified.

<https://meet.google.com/kyb-wdft-orh>



January 1-4

1/1 - Offices Closed

January 5-11

1/7 - 10am Book Club: Never Split the Difference by Chris Voss

1/8 - 1-3pm Creating a Personal Marketing Plan w/ Tiffany Mekkaoui **WEST** or online : [link](#)

1/11 - 10am-12pm Contract Forms w/ Tiffany Mekkaoui, East Office, In person only, [Register Here](#)

January 12-18

1/13 - 11am Master the CMA and Accurately Price Properties w/ Julia Shetlar

1/15 - 1-3pm RPR and Prospecting w/ Tiffany Mekkaoui **WEST** or online: [link](#)

1/16 - 11am Marketing Tools Roadshow w/ Christine Lunsford, **West Office in person only**

January 19-25



1/20 - Offices Closed

1/21 - 9am Coffee & Conversations, East and West Offices, in person only

1/21 - 10am CloudCMA Customize and Create Presentations w/ Aubrey Benjamin

1/21 - 10am Book Club: Never Split the Difference by Chris Voss

1/22 - 1-3pm CRM Set Up w/ Tiffany Mekkaoui **WEST** or online: [link](#)

1/23 - 2pm QuickBuy Certification, Online only, [Register here](#)

1/24 - 1pm Off the Bunny Slopes: Advanced TransactionDesk w/ Mandi Henning



January 26-31

1/27 - 1/31 CORE WEEK

1/29 - 11am Navigating Your Day for Success: Setting Daily Wins for Maximum Impact, Online only, [Register here](#)



Cultivating Outstanding Real Estate Agents

New to Real Estate?

New to the company?

Kickstart (or *revitalize*) your career by deep-diving into some of the most important skills, tools and partners a BHHS PFR KS agent can utilize. **Training is from 10:30am-1pm daily.**

January CORE Dates

2nd - Monday

CORE Day 1 | Welcome, Company Info, PFCU Memberships & More

3rd - Tuesday

CORE Day 2 | Buyer Consultation, MLS Buyer Saved Search

4th - Wednesday *WEST*

CORE Day 3 | Social Media & Resource Center

5th - Thursday

CORE Day 4 | Transaction Desk, Contract Docs & Agency & Risk Management

6th - Friday

CORE Day 5 | What you need to know... Open Houses, Warranties, and Title Company Information

[Click HERE to register for CORE](#)

ALL AGENTS

**Join our Sales Meetings
Tuesdays at 9am**

Watch your Email for details!

2025

For additional Virtual Training, enroll at

REsource Center/LearnCenter2.0.

