

Welcome to Realty One Group Beyond! We are excited to have you join us! The first six months in real estate sets a pattern for every new Realtor. That pattern can lead to becoming one of the top Realtors in the marketplace with right training, mentoring.

Realty One Group Beyond has a proprietary 26 week training, mentoring, and coaching program called **Step Ahead Boot Camp**. Step Ahead Training Boot Camp will transform a new Realtor from where they are today into having the knowledge, skills, tools, and practical application of these resources to become one of the best real estate agents in their marketplace.

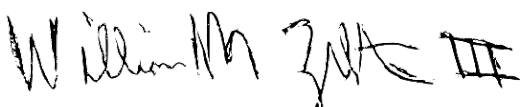
This program is intense and over the next 26 weeks you will be taught many new concepts, have your thinking stretched, and be asked to try new things. This program will create a pattern for success that will last the rest of your career. While Step Ahead Boot Camp is demanding, it is also a lot of fun and will mold you into being the best of the best.

Step Ahead Boot Camp's curriculum has been designed by industry experts led by a curriculum writer with an MBA in Marketing and a PhD in Organizational Leadership. The program uses a proven system to teach real estate agents everything they need to know and do on a daily basis to be successful. Success in the program comes from the agent fully immersing themselves into the training and completing the courses as well as the activities assigned during the program.

Buckle up and let's begin the journey of making you one of the industries top producing agents. You will get out of this program what you put into it. Give us your 100% just as we are committed to giving 100% to you and watch success happen!

Again, we are delighted to welcome you into the Realty One Group Beyond family! Let's work hard and reach your goals!

To your Success!



William M Zeltman III, PhD, MBA
Broker Manager

Step Ahead Boot Camp Syllabus

Week 1:

Date Completed

Monday:

Welcome to Realty One Group Beyond **

Agent Mindset Training**

Writing a Winning Biography**

Tuesday:

Script Mastery**

Prospecting Power Hour **

Wednesday:

Digital Mastery**

Video Creation Workshop**

Thursday:

Prospecting Power Hour**

Friday:

The Morning Grind**

Prospecting Power Hour**

Week 2:

Monday:

Make _____ prospecting contacts

Business Planning Success 101**

Prospecting Power Hour**

Tuesday:

Make _____ prospecting contacts

Script Mastery**

Prospecting Power Hour**

Wednesday:

Make ____ prospecting contacts

Digital Mastery**

Video Creation Workshop**

Agent Mastermind 12pm** (select weeks see schedule)

Thursday:

Make ____ prospecting contacts

Prospecting Power Hour**

Friday:

Make ____ prospecting contacts

The Morning Grind**

Prospecting Power Hour**

Week 3:

Monday:

Make ____ prospecting contacts

Business Planning Success 102**

Prospecting Power Hour**

Tuesday:

Make ____ prospecting contacts

Script Mastery**

Prospecting Power Hour**

Wednesday:

Make ____ prospecting contacts

Digital Mastery**

Video Creation Workshop**

Agent Mastermind 12pm**(select weeks see schedule)

Thursday:

Make _____ prospecting contacts

Prospecting Power Hour**

Friday:

Make _____ prospecting contacts

The Morning Grind**

Prospecting Power Hour**

Week 4:

Monday:

Make _____ prospecting contacts

Business Planning Success 103**

Prospecting Power Hour**

Tuesday:

Make _____ prospecting contacts

Script Mastery**

Prospecting Power Hour**

Wednesday:

Make _____ prospecting contacts

Digital Mastery**

Video Creation Workshop**

Agent Mastermind 12pm**(select weeks see schedule)

Thursday:

Make _____ prospecting contacts

Prospecting Power Hour**

Friday:

Make ____ prospecting contacts _____

The Morning Grind** _____

Prospecting Power Hour** _____

Week 5:

Monday:

Make ____ prospecting contacts _____

Business Planning Success 104** _____

Prospecting Power Hour** _____

Tuesday:

Make ____ prospecting contacts _____

Script Mastery** _____

Prospecting Power Hour** _____

Wednesday:

Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

Thursday:

Make ____ prospecting contacts _____

Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind** _____

Prospecting Power Hour** _____

Week 6:

Monday:

Make ____ prospecting contacts _____

Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

Tuesday:

Make ____ prospecting contacts _____

Script Mastery** _____

Prospecting Power Hour** _____

Wednesday:

Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

Thursday:

Make ____ prospecting contacts _____

Prospecting Power Hour 11am** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind 10am** _____

Prospecting Power Hour** _____

Week 7:

Monday:

Make ____ prospecting contacts _____

Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

Tuesday:

Make ____ prospecting contacts _____

Script Mastery** _____

Prospecting Power Hour** _____

Wednesday:

Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

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Make ____ prospecting contacts _____

Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind 10am** _____

Prospecting Power Hour** _____

Week 8:

Monday:

Make ____ prospecting contacts _____

Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

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Make ____ prospecting contacts _____

Script Mastery** _____

Prospecting Power Hour** _____

Wednesday:

Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

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Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind 10am** _____

Prospecting Power Hour** _____

Week 9:

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Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

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Script Mastery** _____

Prospecting Power Hour** _____

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Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

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Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind** _____

Prospecting Power Hour** _____

Week 10:

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Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

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Script Mastery** _____

Prospecting Power Hour** _____

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Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

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Prospecting Power Hour** _____

Friday:

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The Morning Grind 10am** _____

Prospecting Power Hour** _____

Week 11:

Monday:

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Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

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Script Mastery** _____

Prospecting Power Hour** _____

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Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

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Prospecting Power Hour** _____

Friday:

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The Morning Grind** _____

Prospecting Power Hour** _____

Week 12:

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Make ____ prospecting contacts _____

Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

Tuesday:

Make ____ prospecting contacts _____

Script Mastery** _____

Prospecting Power Hour** _____

Wednesday:

Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

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Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind** _____

Prospecting Power Hour** _____

Week 13:

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Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

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Script Mastery** _____

Prospecting Power Hour** _____

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Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

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The Morning Grind** _____

Prospecting Power Hour** _____

Week 14:

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Step Ahead Boot Camp Training (see last page) ** _____

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Script Mastery** _____

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Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

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Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind** _____

Prospecting Power Hour** _____

Week 15:

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Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

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Script Mastery** _____

Prospecting Power Hour** _____

Wednesday:

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Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

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Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind 10am** _____

Prospecting Power Hour** _____

Week 16:

Monday:

Make ____ prospecting contacts _____

Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

Tuesday:

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Script Mastery** _____

Prospecting Power Hour** _____

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Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

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Prospecting Power Hour** _____

Friday:

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The Morning Grind** _____

Prospecting Power Hour** _____

Week 17:

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Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

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Script Mastery** _____

Prospecting Power Hour** _____

Wednesday:

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Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

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Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind** _____

Prospecting Power Hour** _____

Week 18:

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Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

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Script Mastery** _____

Prospecting Power Hour** _____

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Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm ** (select weeks see schedule) _____

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Prospecting Power Hour** _____

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The Morning Grind** _____

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Week 19:

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Step Ahead Boot Camp Training (see last page) ** _____

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Script Mastery** _____

Prospecting Power Hour** _____

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Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

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Make ____ prospecting contacts _____

Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind** _____

Prospecting Power Hour** _____

Week 20:

Monday:

Make ____ prospecting contacts _____

Step Ahead Boot Camp Training (see last page) ** _____

Tuesday:

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Script Mastery** _____

Prospecting Power Hour** _____

Wednesday:

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Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

Thursday:

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Prospecting Power Hour** _____

Friday:

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The Morning Grind** _____

Prospecting Power Hour** _____

Week 21:

Monday:

Make ____ prospecting contacts _____

Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

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Script Mastery** _____

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Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

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Prospecting Power Hour** _____

Friday:

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The Morning Grind** _____

Prospecting Power Hour** _____

Week 22:

Monday:

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Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

Tuesday:

Make ____ prospecting contacts _____

Script Mastery** _____

Prospecting Power Hour** _____

Wednesday:

Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

Thursday:

Make ____ prospecting contacts _____

Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind** _____

Prospecting Power Hour** _____

Week 23:

Monday:

Make ____ prospecting contacts _____

Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

Tuesday:

Make ____ prospecting contacts _____

Script Mastery** _____

Prospecting Power Hour** _____

Wednesday:

Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

Thursday:

Make ____ prospecting contacts _____

Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind** _____

Prospecting Power Hour** _____

Week 24:

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Make ____ prospecting contacts _____

Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

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Make ____ prospecting contacts _____

Script Mastery** _____

Prospecting Power Hour** _____

Wednesday:

Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

Thursday:

Make ____ prospecting contacts _____

Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind** _____

Prospecting Power Hour** _____

Week 25:

Monday:

Make ____ prospecting contacts _____

Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

Tuesday:

Make ____ prospecting contacts _____

Script Mastery** _____

Prospecting Power Hour** _____

Wednesday:

Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

Thursday:

Make ____ prospecting contacts _____

Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind** _____

Prospecting Power Hour** _____

Week 26:

Monday:

Make ____ prospecting contacts _____

Step Ahead Boot Camp Training (see last page) ** _____

Prospecting Power Hour** _____

Tuesday:

Make ____ prospecting contacts _____

Script Mastery** _____

Prospecting Power Hour** _____

Wednesday:

Make ____ prospecting contacts _____

Digital Mastery** _____

Video Creation Workshop** _____

Agent Mastermind 12pm**(select weeks see schedule) _____

Thursday:

Make ____ prospecting contacts _____

Prospecting Power Hour** _____

Friday:

Make ____ prospecting contacts _____

The Morning Grind** _____

Prospecting Power Hour** _____

Learning Resource Location:

Realty One Group Online Resource* - Website

Live Instructor **

Video Link #

Step Ahead Boot Camp Specialty Training Classes

| | |
|---|-------|
| Prospecting for Success 101** | _____ |
| Prospecting for Success 102 Working with FSBO's** | _____ |
| Prospecting for Success 103 The Art of Prospecting** | _____ |
| Prospecting for Success 104 Sphere of Influence Success** | _____ |
| Powerful Listing Conversations 101 Getting the Appointment** | _____ |
| Powerful Listing Conversations 102 The Listing Conversation** | _____ |
| Powerful Listing Conversations 103 Advanced Listing Concepts** | _____ |
| Powerful Listing Conversations 104 Mastering Listing Conversation** | _____ |
| Working with Buyers for Success 101** | _____ |
| Working with Buyers for Success 102** | _____ |
| Working with Buyers for Success 103** | _____ |
| Real Estate Marketing 101 Farming for Realtors** | _____ |
| Real Estate Marketing 102 Advertising for Agents ** | _____ |
| Real Estate Marketing 103 Advanced Farming** | _____ |
| Real Estate Marketing 105 The Art of Self Promotion** | _____ |
| Objection Handling Success 101 Overcoming Objections** | _____ |
| Objection Handling Success 102 Advanced Objection Handling** | _____ |
| Objection Handling Success 103 The Pricing Conversation** | _____ |
| Client Service Success 101 Servicing Listings to Sell** | _____ |
| Client Service Success 104 The Art of Negotiation** | _____ |
| Agent Mindset Training 103 Understanding Personality Traits** | _____ |