

Training Calendar Example—from Carla Cross

Be sure your calendar addresses the needs of your new, growth, and mature agents (the Career Life Cycle)

See *The Ultimate Real Estate Trainer's Guide* for more information on creating training

New	Mature	Newer	N/G	N/G/M	Growth	
New agent orientation	Mastery (category) Building Your Team (Series: part 1)	Up and Running in 30 Days— new agent start up plan—group accountability	Technical (category) Database Management (Series: part 1)	Advantage 2.0—high accountability lead generating/sales Training (8 weeks)	Moving Your Career to the Next Level (category) Telephone Techniques (Series part 1)	
New agent orientation	Mastery (category) Building Your Team (part 2)	Up and Running in 30 Days— new agent start up plan—group accountability	Technical (category) Database Management (Series: part 2)	Advantage 2.0—high accountability lead generating/sales Training (8 weeks)	Moving Your Career to the Next Level (category) Telephone Techniques (Series part 2)	
New agent orientation	Mastery (category) Building Your Team (part 3)	Up and Running in 30 Days— new agent start up plan—group accountability	Technical (category) Database Management (Series: part 3)	Advantage 2.0—high accountability lead generating/sales Training (8 weeks)	Moving Your Career to the Next Level (category) Telephone Techniques (Series part 3)	
New agent orientation	Mastery (category) Building Your Team (part 4)	Up and Running in 30 Days— new agent start up plan—group accountability	Technical (category) Database Management (Series: part 4)	Advantage 2.0—high accountability lead generating/sales Training (8 weeks)	Moving Your Career to the Next Level (category) Telephone Techniques (Series part 4)	