

FRIDAY: ORIENTATION ~5/1/2026**AM SESSION | 9:30 – 12:00**

- Meet your support team
- Review of our many resources

CREATING YOUR REAL ESTATE BUSINESS PLAN

- Parallel tracks – People | Property
- People – Connect & Continue
- Property – Power of Specialization
- The Ninja 9

PM SESSION | 1:00 – 2:30

FlexMLS – ‘How-to’ + tips & trick

w/ Tom Newell, Director of Agent & Business Development

PEAK TRAINING SERIES

By Mike Balzotti, M.Ed., Director of Education

MONDAY: DAY 1 ~5/4/2026**AM SESSION | 9:00 – 12:00****COMPETITIVE MARKET ANALYSIS**

- 5-step CMA Process
- 3 Formulas for fearless pricing
- Competitive positioning

10:30am: MARKETING OPTIONS

w/ Alexandra Baum, Creative Director

Overview of Marketing Resources & Where to Find

11:30: ReChat Overview w/ Tom Newell

PM SESSION | 1:00 – 3:00**COLLATERAL ANALYTICS**

- ‘Bank Grade’ Interactive AVM
- Intelligence reports & 5 year forecast

RLSIR LISTING CONSULTATION

- 16-step Ninja seller process (reference only)
- Marketing plan options
- The Distinction (customizable marketing plan)
- Win listings every time with this:
 - Demo – eye candy | funnel | white glove service

TUESDAY: DAY 2 ~ 5/5/2026**AM SESSION | 10:00 – 12:00****FLOOR TIME**

- Leveraging the company inventory
- Dialogue process | FORD questions

PSYCHOSHUFFLE – The game of matching suits

TUESDAY: DAY 2 ~ Peak Training Series**PM SESSION | 1:00 – 3:00****OPEN HOUSES**

- How to hold an effective open house

COUNSELING THE BUYER

- Defining your working relationship

BUYER BROKER AGREEMENTS

- Ninja 10-step buyer process

WEDNESDAY: DAY 3 ~ 5/6/2026**SESSION | 9:00 – 12:00****PURCHASE CONTRACTS**

- Demonstration of Contract Presentation e.g. paragraph paraphrasing modeled
- Tips & Tricks - showing low risk & the buyer benefit of more Earnest Money
- Review of the many related forms
- Transaction Desk libraries | video training options - see Tom Newell's Thursday pm Class

PM SESSION | 1:00 – 3:00**LISTING CONTRACTS**

- Related forms
- Commission economies: 12 strategies

THURSDAY: DAY 4 ~ 5/7/2026**AM SESSION | 9:00 – 12:00****WORKING WITH BUYERS SIMULATION**

- Funnel process - Ninja 10-Step Process Demonstrated
- Integrating our statistical tools
- Review of ‘connect & continue’ skills

NEGOTIATING

- Review of the Dialogue Process
- Skilled versus unskilled negotiation
- Using The Psychology of Persuasion through researched Influence Phrases

10 THINGS TO DO TO GUARANTEE SUCCESS –

- Key PEAK TRAINING takeaways

PM SESSION | 1:00 – 2:30**TRANSACT & AUTHENTIC SIGN**

Comprehensive overview with Tom Newell