

# YONG CORPORATE TRAINING CALENDAR 2009

At YONG Corporate Office, through YONG Sky Channel 8 Live Training or External 5 Star Convention Venue

Note: Most of the following training sessions are **free** for the YONG marketing, property management & administration teams. BWIREC is open to the public for a small fee. Yong Principals Conference is **free** for Yong Franchise owners. The "28 No Money Down Conference" is also **free** for Yong Franchise owners, 80% discount for Yong associates and full fee for members of the public

Day	Time	Topics (Subject to change)	Speaker/Trainer	
<b>JANUARY - JULY</b>				
<b>January</b>	Wed 7/01/09	8:00am - 9:00am	The most effective ways to prospect for listings	Peter Gilchrist
	Wed 14/01/09	8:00am - 9:00am	How to become No.1 in 4 months	Peter Huang
	Wed 21/01/09	8:00am - 9:00am	Contract negotiation for auction or private treaty	Rod White
	Wed 28/01/09	8:00am - 9:00am	Scripts & Dialogues - Live in room/online questions	Peter Huang, Rod White & Tina Edwards
<b>February</b>	Wed 4/02/09	8:00am - 9:00am	How to get auction listings	Peter Gilchrist
	Wed 11/02/09	8:00am - 9:00am	50 ways of prospecting	Peter Huang
	Wed 18/02/09	8:00am - 9:00am	Auction manual and mock auction	Rod White
	Wed 25/02/09	8:00am - 9:00am	Build success for both you and your vendor with effective marketing	Rod White
<b>March</b>	Wed 4/03/09	8:00am - 9:00am	How to get VPA	Peter Gilchrist
	Wed 11/03/09	8:00am - 9:00am	20 ways to get the right buyers	Peter Huang
	Wed 18/03/09	8:00am - 9:00am	How to market prestige properties effectively	Rod White
	Wed 25/03/09	8:00am - 9:00am	How to write effective advertisements and conduct database marketing	Rod White
<b>April</b>	Wed 1/04/09	8:00am - 9:00am	The most effective way to conduction auctions	Peter Gilchrist
	Wed 8/04/09	8:00am - 9:00am	17 ways to get hold of the vendor	Peter Huang
	Wed 15/04/09	8:00am - 9:00am	Body language & effective negotiation	Rod White
	Wed 22/04/09	8:00am - 9:00am	Buyer's registration sheet and feedback report	Peter Huang
	Wed 29/04/09	8:00am - 9:00am	Ensuring a successful auction	Rod White
<b>May</b>	Wed 6/05/09	8:00am - 9:00am	How to write effective ads	Peter Gilchrist
	Wed 13/05/09	8:00am - 9:00am	How to have a great career with a happy and balanced quality of life	Peter Huang
	Wed 20/05/09	8:00am - 9:00am	How to make an EBU work effectively	Rod White
	Wed 27/05/09	8:00am - 9:00am	How to improve your time management skills	Rod White
<b>June</b>	Wed 3/06/09	8:00am - 9:00am	How to double your listings in a few weeks	Peter Gilchrist
	Wed 10/06/09	8:00am - 9:00am	How to improve our time management skills and have a balanced quality of life	Peter Huang
	Wed 17/06/09	8:00am - 9:00am	How to get more listings	Rod White
	Wed 24/06/09	8:00am - 9:00am	How I signed up 4 auctions in 10 days	Fatima Saad
<b>July</b>	Wed 1/07/09	8:00am - 9:00am	The art of negotiation	Peter Gilchrist
	Wed 8/07/09	8:00am - 9:00am	How to be happier, keep smiling and triple your income by offering 6 star service	Peter Huang
	Sun 12/07/09	Full Day Program	Wealth Creation Workshop: 7 of Yong's Million \$ Secrets & 28 No or Little Money Down Property Investment & Development Strategies (Free For Franchise Owners who have confirmed. Paid attendance for associates and members of the public)	Peter Huang
	Wed 15/07/09	8:00am - 9:00am	Conducting open houses & Listing and contract checklist	Rod White
	Wed 22/07/09	8:00am - 9:00am	How to get and conduct auctions effectively	Tina Edwards
	Wed 29/07/09	8:00am - 9:00am	Scripts & Dialogues - Live in room/online questions	Peter Huang, Rod White & Tina Edwards

AUGUST - DECEMBER				
August	Wed 5/08/09	8:00am - 9:00am	Make the most of telephone enquiries	Rod White
	Wed 12/08/09	8:00am - 9:00am	Ekka Holiday	Training Break
	Wed 19/08/09	8:00am - 9:00am	How to get all the buyers by offering a 100% solution	Peter Gilchrist
	Wed 26/08/09	8:00am - 9:00am	How to generate commercial, special project, business listings and packaging your services	John Highman
	Thu 27/08/09	8:30am - 12:00pm	Administration Team - How to be happier and keep smiling by offering 6 star service to our team and external clients.	Alanna Maggacis, Rod White, Peter Huang
	Fri 28/08/09	8:30am - 12:00pm	Property Management Team - How to be happier and keep smiling by offering 6 star service and generate at least 5 net rent roll increase each month?	Sue Gordon, Rod White, Peter Huang
September	Wed 2/09/09	8:00am - 9:00am	How to get at least one listing appointment a day	Peter Huang
	Wed 9/09/09	8:00am - 9:00am	The best time management skills	Peter Gilchrist
	Wed 16/09/09	8:00am - 9:00am	Communicating with the vendor & qualifying buyers	Rod White
	Fri 25/09/09	Full Day Program	YONG Sales Convention 2009 & Black Tie Award Gala Dinner - Gold Coast Convention Centre	Multiple Trainers & Top Achievers
	Wed 30/09/09	8:00am - 9:00am	How to get more vendor paid advertising	Rod White
October	Wed 7/10/09	8:00am - 9:00am	How to be a competent communicator and auctioneer	Peter Huang/Dragan Mladenovic
	Wed 14/10/09	8:00am - 9:00am	How to conduct project marketing and prestige property sales effectively	Peter Huang
	Wed 21/10/09	8:00am - 9:00am	How to exceed our clients expectations	Ajay Bakshi
	Wed 28/10/09	8:00am - 9:00am	How to write good property advertising and conduct successful self promotion	Rod White
November	Wed 4/11/09	8:00am - 9:00am	How to be a million dollar fee producer	Peter Gilchrist
	Wed 11/11/09	8:00am - 9:00am	7 of Yong's Million \$ Secrets in property investment, preliminary induction of property development for site appraisal, project marketing and investment selling skills	Peter Huang
	Wed 18/11/09	8:00am - 9:00am	Buyer's inspection and follow up	Rod White
	Wed 25/11/09	8:00am - 9:00am	How I increased my turnover by 40% as the No. 1 associate during the 2008 financial crises while supporting others more	Tim Phan
December	Wed 2/12/09	8:00am - 9:00am	How to effectively negotiate and close a sale in 2 - 4 hours	Peter Huang
	Wed 9/12/09	8:00am - 9:00am	How to double or triple your income immediately	Peter Gilchrist
	Wed 16/12/09	8:00am - 9:00am	Set a realistic reserve and listing renewal	Rod White
	Wed 23/12/09	No Training	Training Break	Training Break
	Wed 30/12/09	No Training	Training Break	Training Break
<b>UPCOMING 5 DAY EVENT IN 2010 - BWIREC (Balance, Wealth &amp; International Real Estate Convention)</b>				
September	Sun 15/08/10	8:30am-5:00pm	BWIREC (Open to the public)	Multiple Key Note Speakers
	Sun 15/08/10	7:00pm-10:30pm	YONGs Black Tie Award Gala Dinner	Yong MC
	Mon 16/08/10	8:30am-5:00pm	BWIREC (Open to the public)	Multiple Key Note Speakers
	Tue 17/08/10	8:30am-5:00pm	Yong Principals Conference ( <b>Free</b> to Yong Franchise owners)	Multiple Speakers & Brain Storming Session
	Wed 18/08/10	8:30am-5:00pm	Wealth Creation Conference: 7 of Yong's Million \$ Secrets and 28 No or Little Money Down Strategies ( <b>Free</b> for YONG franchise owners, master and sub-master franchisees. 80% discount to Yong associates and full fee for members of the public)	Peter Huang
	Thur 19/08/10	8:30am-5:00pm	Yong Master Franchisee, Sub-Master Franchisee's Conference ( <b>Free</b> )	Multiple Speakers & Brain Storming Session