

YONG CORPORATE TRAINING CALENDAR 2010

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 and Yong team members for a small fee. Annual Black Tie Award Gala Dinner is **free** for those Yong Associates who attend BWIREC. Yong Principals Conference and Master Franchisee/Sub-Master Franchisee's conference is **free** for Yong Franchise owners and Master franchisee/sub-master franchisees. The "28 No Money Down Conference" is also **free** for Yong Franchise owners, master or sub-master franchisees. Massive 80% discount applies for Yong associates and full fee for members of the public.

Day	Time	Topics (Subject to change)	Speaker/Trainer	
JANUARY - JUNE				
January	Wed 6/01/10	8:00am - 9:00am	How to double or triple your income in a short period	Peter Gilchrist
	Wed 13/01/10	8:00am - 9:00am	How to become No.1 in a few months	Peter Huang
	Wed 20/01/10	8:00am - 9:00am	How to become a champion auctioneer	Rod White
	Wed 27/10/10	8:00am - 9:00am	Scripts & Dialogues - Live in room/online questions	Peter Huang, Rod White & Tina Edwards
February	Wed 3/02/10	8:00am - 9:00am	How to be a multi-million dollar fee producer	Peter Huang
	Wed 10/02/10	8:00am - 9:00am	Journey to inspirational leadership	Carol Cooper
	Wed 17/02/10	8:00am - 9:00am	Auction manual and mock auction	Rod White
	Wed 24/02/10	8:00am - 9:00am	Build success for both you and your vendor with effective marketing	Rod White
March	Wed 3/03/10	8:00am - 9:00am	The psychology of inspirational leaders	Carol Cooper
	Wed 10/03/10	8:00am - 9:00am	50 ways of prospecting	Peter Huang
	Wed 17/03/10	8:00am - 9:00am	The most effective ways to prospect for listings	Rod White
	Wed 24/03/10	8:00am - 9:00am	Buyer's registration sheet and feedback report	Peter Huang
	Wed 31/03/10	8:00am - 9:00am	Ensuring a successful auction	Rod White
April	Wed 7/04/10	8:00am - 9:00am	Emotional intelligence = quality of life	Carol Cooper
	Wed 14/04/10	8:00am - 9:00am	20 ways to get the right buyers and 17 ways to get hold of the vendor	Peter Huang
	Wed 21/04/10	8:00am - 9:00am	Communication skills, leadership skills and effective negotiation	Rod White
	Wed 28/04/10	8:00am - 9:00am	How to write effective advertisements and conduct database marketing	Rod White
May	Wed 5/05/10	8:00am - 9:00am	Strategies to influence our emotional intelligence	Carol Cooper
	Wed 12/05/10	8:00am - 9:00am	How to have a great career with a happy and balanced quality of life	Peter Huang
	Wed 19/05/10	8:00am - 9:00am	How to get auction listings	Rod White
	Wed 26/05/10	8:00am - 9:00am	How to make an EBU work effectively	Peter Huang
June	Wed 2/06/10	8:00am - 9:00am	How to get more listings	Rod White
	Wed 9/06/10	8:00am - 9:00am	KPI, PLD, PMD, check list for listings and contracts and 6 star service	Peter Huang
	Wed 16/06/10	8:00am - 9:00am	Attract more business using the law of attraction	Carol Cooper
	Wed 23/06/10	8:00am - 9:00am	How to improve your time management skills	Peter Huang
	Wed 30/06/10	8:00am - 9:00am	How to have clients for life	Rod White

JULY - DECEMBER					
July	Wed	7/07/10	8:00am - 9:00am	Influencing people through positive behaviour	Carol Cooper
	Wed	14/07/10	8:00am - 9:00am	Think positively and focus on the solution	Peter Huang
	Wed	21/07/10	8:00am - 9:00am	How to conduct open houses effectively	Rod White
	Wed	28/07/10	8:00am - 9:00am	How to get and conduct auctions effectively	Tina Edwards
	Thu	29/07/10	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	30/07/10	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
August	Wed	4/08/10	8:00am - 9:00am	Make the most of telephone enquiries	Rod White
	Wed	11/08/10	8:00am - 9:00am	Ekka Holiday	Training Break
	Sun	15/08/10	8:30am-5:00pm	BWIREC (Open to the public) - visit www.bwirec.com.au	Multiple Key Note Speakers
	Sun	15/08/10	7:00pm-10:30pm	YONG's Black Tie Award Gala Dinner	Yong MC
	Mon	16/08/10	8:30am-5:00pm	BWIREC (Open to the public) - visit www.bwirec.com.au	Multiple Key Note Speakers
	Tue	17/08/10	8:30am-5:00pm	Yong Principals Conference (Free to Yong Franchise owners) (No normal Tuesday morning's in house training)	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 (Free for YONG franchise owners, master and sub-master franchises. 80% discount to Yong associates and full fee for members of the public) (No normal Wednesday morning's corporate training)	Peter Huang
	Thur	19/08/10	8:30am-5:00pm	Yong Master Franchisee, Sub-Master Franchisee's Conference (Free)	Multiple Speakers & Brain Storming Session
	Wed	25/08/10	8:00am - 9:00am	How to get all the buyers by offering a 100% solution	Rod White
September	Wed	1/09/10	8:00am - 9:00am	Leadership Language	Carol Cooper
	Wed	8/09/10	8:00am - 9:00am	How to get at least one listing appointment a day	Peter Huang
	Wed	15/09/10	8:00am - 9:00am	Communicating with the vendor & qualifying buyers	Rod White
	Wed	22/09/10	8:00am - 9:00am	Set a realistic reserve and listing renewal	Rod White
	Wed	29/09/10	8:00am - 9:00am	How to get more vendor paid advertising and standard Yong fees	Peter Huang
October	Wed	6/10/10	8:00am - 9:00am	Connecting with clients through rapport	Carol Cooper
	Wed	13/10/10	8:00am - 9:00am	How to conduct commercial and prestige property sales effectively	Peter Huang
	Wed	20/10/10	8:00am - 9:00am	How to exceed your clients expectations	Rod White
	Wed	27/10/10	8:00am - 9:00am	How to write good property advertising and conduct successful self promotion	Rod White
November	Wed	3/11/10	8:00am - 9:00am	Mission statement	Carol Cooper
	Wed	10/11/10	8:00am - 9:00am	7 of Yong's Million \$ Secrets in property investment, development site price appraisal, project marketing, investment selling skills and special project selling	Peter Huang
	Wed	17/11/10	8:00am - 9:00am	Buyer's inspection and follow up	Rod White
	Wed	24/11/10	8:00am - 9:00am	The secret of success in real estate	Tim Phan
December	Wed	7/12/10	8:00am - 9:00am	How to effectively negotiate and close a sale in 2 - 4 hours	Peter Huang
	Wed	14/12/10	8:00am - 9:00am	The quality of million dollar fee producer	Rod White
	Wed	21/12/10		Training Break	
	Wed	28/12/10		Training Break	