

yong training

2012 CALENDAR

January - march

Day	Time	Topics (Subject to change)	Speaker/Trainer	
January	Wed 11/01/12	8:00am - 9:00am	Scripts and Dialogues live Challenges for prospecting and Listings	Peter Huang
	Wed 18/01/12	8:00am - 9:00am	How to be competitive in Today's Market and use eYONG and ReNet effectively	Rod White
	Wed 25/01/12	8:00am - 9:00am	Auction Skills	Justin Nickerson
February	Wed 1/02/12	8:00am - 9:00am	Scripts and Dialogues Live Challenges for selling and contract negotiation	Peter Huang
	Wed 8/02/12	8:00am - 10:00am	How to use realestate.com.au vendor reports	Sam Beattie
	Wed 15/02/12	8:00am - 9:00am	Auction Skills	Justin Nickerson
	Wed 22/02/12	8:00am - 9:00am	The skill of negotiating	Rod White
	Wed 29/02/12	8:00am - 9:00am	The power of your mind	Rod White
March	Wed 7/03/12	8:00am - 9:00am	How to Become No. 1 in 4 Months (Understanding the Power of our Standard Marketing Programme)	Peter Huang
	Wed 14/03/12	8:00am - 9:00am	Developing Self Confidence	Rod White
	Wed 21/03/12	8:00am - 9:00am	Auction Skills	Justin Nickerson
	Wed 28/03/12	8:00am - 9:00am	My Listing Presentation	Tina Edwards

April - June

Day	Time	Topics (Subject to change)	Speaker/Trainer	
April	Wed 4/04/12	8:00am - 9:00am	How to get at least one listing appointment a day	Peter Huang
	Wed 11/04/12	8:00am - 9:00am	Developing clients for life	Rod White
	Wed 18/04/12	8:00am - 9:00am	Auction Skills	Justin Nickerson
	Wed 25/04/12	No Training	Anzac Day Commemorative Public Holiday	
May	Wed 2/05/12	8:00am - 9:00am	How to get Hold of Prospective Vendors and Reach the Right Buyers	Peter Huang
	Wed 9/05/12	8:00am - 9:00am	Don't be afraid of technology - look for ways to use it	Rod White
	Wed 16/05/12	8:00am - 9:00am	Auction Skills	Justin Nickerson
	Wed 23/05/12	8:00am - 9:00am	Avoid objections, present solutions	Rod White
	Wed 30/05/12	8:00am - 9:00am	Database marketing, have clients for life	Rod White
June	Wed 6/06/12	8:00am - 9:00am	Hot to Become a Multi-Million Dollar Fee Producer - the Secret of Stictly Structured Effective EBU or Super Team	Peter Huang
	Wed 13/06/12	8:00am - 9:00am	Conducting effective open houses	Rod White
	Wed 20/06/12	8:00am - 9:00am	Auction Skills	Justin Nickerson
	Wed 27/06/12	8:00am - 9:00am	Re-assess your goals	Rod White

July - September

Day	Time	Topics (Subject to change)	Speaker/Trainer	
July	Wed 4/07/12	8:00am - 9:00am	People, Technology, Communication, Consistency and Six Star Service	Peter Huang
	Wed 11/07/12	8:00am - 9:00am	Writing effective advertising	Rod White
	Wed 18/07/12	8:00am - 9:00am	Auction Skills	Justin Nickerson
	Wed 25/07/12	8:00am - 9:00am	Negotiating making it a Win - Win for everyone	Rod White
	Fri 27/07/12	9:00am - 12:30pm	Property Management Conference	Yong Event
August	Wed 1/08/12	8:00am - 9:00am	How to Possess the Champion Quality and Improve Effective Time Management Skills	Peter Huang
	Wed 8/08/12	8:00am - 9:00am	Risk equals reward	Rod White
	Wed 15/08/12	No Training	Exhibition Public Holiday	
	Wed 22/08/12	8:00am - 9:00am	Auction Skills	Justin Nickerson
	Sun 26/08/12	8:30am-5:00pm	Annual Yong Sales Convention	Yong Event
	Sun 26/08/12	7:00pm-10:30pm	YONG's Black Tie Award Gala Dinner	Yong Event
	Mon 27/08/12	8:30am-5:00pm	Yong Principals Conference	Yong Event
	Tue 28/08/12	8:30am-5:00pm	Wealth Creation Seminar	Yong Event
	Wed 29/08/12	8:30am-5:00pm	Yong Master Franchisee, Sub-Master Franchisee's Conference (Free)	Yong Event
September	Wed 5/09/12	8:00am - 9:00am	How to Effectively Negotiate and Close a Sale in 2 to 4 Hours	Peter Huang
	Wed 12/09/12	8:00am - 9:00am	Review of convention speaker & how to implement ideas	Rod White
	Wed 19/09/12	8:00am - 9:00am	Auction Skills	Justin Nickerson
	Wed 26/09/12	8:00am - 9:00am	Qualifying buyers and sellers and the different personality types	Rod White

October - December

Day	Time	Topics (Subject to change)	Speaker/Trainer	
October	Wed 3/10/12	8:00am - 9:00am	How to Think Positively and Focus on Solutions (LFP)	Peter Huang
	Wed 10/10/12	8:00am - 9:00am	The importance of a First Impression	Rod White
	Wed 17/10/12	8:00am - 9:00am	Auction Skills	Justin Nickerson
	Wed 24/10/12	8:00am - 9:00am	Turning cold calls into warm calls	Rod White
	Wed 31/10/12	8:00am - 9:00am	After sales service	Rod White
November	Wed 7/11/12	8:00am - 9:00am	Quality Listings and Marketing Experience - How to get More Auctions, Higher Fees Plus Massive VPA	Peter Huang
	Wed 14/11/12	8:00am - 9:00am	Quality wins over price	Rod White
	Wed 21/11/12	8:00am - 9:00am	Auction Skills	Justin Nickerson
	Wed 28/11/12	8:00am - 9:00am	The secret to success in real estate	Tina Edwards
December	Wed 5/12/12	8:00am - 9:00am	Health, Family, Career, Wealth and Hobby - 7 of Yong's Million \$ Secrets	Peter Huang
	Wed 12/12/12	8:00am - 9:00am	The year in review and planning for next year	Rod White