

# YONG CORPORATE TRAINING CALENDAR 2009

At YONG Corporate Office or through YONG Sky Channel 8 Live Training

(Most of the following training sessions are for the whole sales team except for those two sessions noted for property management and administration and the "28 No Money Down Workshop" for Franchise Owners who have confirmed or associates and clients who have paid)

Day	Time	Topics (Subject to change)	Speaker/Trainer	
<b>JANUARY - JULY</b>				
January	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	Take control of your own destiny	Rod White
February	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
March	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
April	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	Reading body language	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
May	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
June	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
July	Wed 1/07/09	8:00am - 9:00am	How to effectively negotiate and close a sale in 2 – 4 hours	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	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	Listing and contract checklist	Rod White

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 - 10:30am	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 - 10:30am	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	How to get at least 1 listing appointment a day	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 exceed our clients expectations	Ajay Bakshi
October	Wed 7/10/09	8:00am - 9:00am	The best time management skills	Peter Gilchrist
	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 get more vendor paid advertising	Rod White
	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 offer excellent service	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	The art of negotiation	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
UPCOMING 5 DAY EVENT IN 2010 - BWIREC (Balance, Wealth & International Real Estate Convention)				
September	Sun 12/09/10	8:30am-5:00pm	BWIREC (Open to the public)	Multiple Trainers & Guest Speakers
	Sun 12/09/10	7:00pm-10:30pm	YONG's Black Tie Award Gala Dinner	Yong MC
	Mon 13/09/10	8:30am-5:00pm	BWIREC (Open to the public)	Multiple Trainers & Guest Speakers
	Tue 14/09/10	8:30am-5:00pm	Yong Principles Workshop	Multiple Trainers & Guest Speakers
	Wed 15/09/10	8:30am-5:00pm	Wealth Creation Workshop: 7 of Yong's Million \$ Secrets and 28 No or Little Money Down Strategies (Free for YONG franchise owners, master and sub-master franchises. Paid attendance for associates and members of the public)	Peter Huang
	Thur 16/09/10	8:30am-5:00pm	Yong Master Franchisee, Sub-Master Franchisee's Workshop	Multiple Trainers & Guest Speakers