

Training Development **CALENDAR**

To increase retention, you have to show your agents that you are dedicated to their personal and professional growth. Complete these activities each quarter to build up your best!

Q1

Start Strong With Training

Objectives:

- ✓ Begin an office-wide training program: find the right course for your team at buffiniandcompany.com/comparecourses
- ✓ Host a business planning session.
- ✓ Hold an end-of-quarter celebration.

NOTES:

Q2

Provide Value

Objectives:

- ✓ Host a note-writing workshop.
- ✓ Provide the team with in-depth market updates.
- ✓ Register the office for a professional development event/webinar.

NOTES:

Q3

Refine Your Skills

Objectives:

- ✓ Begin an office-wide training program: find the right course for your team at buffiniandcompany.com/comparecourses
- ✓ Register the team for a personal growth event/webinar.
- ✓ Host a Pop-By creation workshop.

NOTES:

Q4

Plan for Success

Objectives:

- ✓ Hold an appreciation event for your agents.
- ✓ Host a goal planning and strategy session.
- ✓ Watch Brian Buffini's Bold Predictions.

NOTES:
