

Broker Manager Development Path

| CLASS | DELIVERY | DESCRIPTION |
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| RECRUIT21 | Live | This full-day, interactive course gives participants a “learn by doing” experience by providing the tools and resources to regard your company’s growth strategy and build a road map to drive recruiting goals. You’ll need to bring a list of experienced agents in your market you’d like to have join your team. Lunch will be provided to those who register. WHERE: C21university.com > BROWSE COURSES |
| RETAIN21 | Live Full Day | Participants learn techniques to help articulate their company’s value to current and future sales associates. Learn why agents join an office, why they stay and why they go; how to create an action plan to increase retention; practice stay conversations with feedback and coaching from instructors and peers— and ultimately set up stay conversation appointments with agents. Brainstorm with peers on how to deliver value to agents while helping them build gratifying and profitable businesses. This course can be delivered live in large metros with 25+ participants. Inquire with your Brand Ambassador. |
| PRODUCTIVITY SYSTEMS | | This half day class is a great add-on to RETAIN21, C21 University Train-the-Trainer and COACH21. Learn how to drive agent productivity in your office using systems that will drive production every month. We cover training specifically, your training calendar, which training should be offered when as well as how to hire a training manager (comp models) to keep your agents engaged and growing in their career. Inquire with your Brand Ambassador. |
| MENTOR21 | Live Half Day | Learn how to introduce a Mentoring program in your office during this half day class to increase retention and supplement the company value proposition. MENTOR21 is designed to fully leverage and sustain the momentum gained in X•CELLERATE . Established Agents, Managers or Trainers can serve as Mentors using the C21-U Mentoring and Mentee Guides. This 16-week program is designed to help new or stalled agents jump-start their business. This course can be delivered live in large metros with 25+ participants. Inquire with your Brand Ambassador. *Pre-requisite: Taken or launched X•CELLERATE in your office. |
| COACH21 | Live Half Day | Attend this session to participate in the first-ever C21 University - Coaching Course for Managers “ COACH21. ” During this full-day session, we provide coaching best practices, tools, resources and meeting timing guides. We’ll also go through the manual and demonstrate how to use it so that you’re able to deliver 8 or 16 weeks of coaching to your experienced agents . This course can be delivered live in large metros with 25+ participants. Inquire with your Brand Ambassador. |
| PROFIT21 | Live Full Day | Are you ready to adopt a NEW growth strategy for financial forecasting, to manage expenses, and plan for profitability? Join us as we review the Business Planning tool from Dash as well as the results from our Benchmarking Study that has helped many top performing companies increase their revenue and keep more of what they earn. Inquire with your Brand Ambassador. |
| WEBINARS | Virtual, Live-Online | Monthly Webinars for Brokers, Managers and Agents on a variety of topics ranging from 30 - 60 minutes. WHERE: C21university.com > COURSE SCHEDULE |
| LIVE EVENTS | Live | ONE21, Leadership and Regional Events offer a variety of Learning experiences that you can enjoy live, in-person. WHERE: 21Online & Century21Events.com |

