

NEW Sales Associate Development Path

CLASS	DELIVERY	DESCRIPTION
CREATE21 Self-paced	Self-Study	CREATE21 Self-Paced is perfect for new agents who are waiting to receive their license from the state, are dual-career, are new to the business world or want a slower start to pursuing a career in real estate. WHERE: C21university.com > BROWSE COURSES
BUSINESS PLANNING	Virtual or Live, In-Office	Agents often see themselves as just salespeople rather than business owners. Shifting the mindset requires vision, goal setting and a solid plan to focus on key activities that drive results. Agents create a success plan for the next 12 months as well as forecast and plan where they want to be next year, three years and five years. WHERE: C21university.com > BROWSE COURSES
X•CELLERATE - X•CELLERATE Virtual - X•CELLERATE Fusion - X•CELLERATE In-Office	Live, In-Office, Virtual or Blended	X•CELLERATE is a fast-paced agent productivity program designed for early risers who want to begin lead generating NOW. It is also for consistent producers who want to refine their knowledge, skills and habits in a group setting while being held accountable for daily lead generation activities. This course is offered in (3) formats: virtual, blended and in-office. WHERE: C21university.com > BROWSE COURSES
GO LIST!	Live, In-Office, Virtual Live-Online or Blended	GO LIST! Is a robust listing training program for experienced agents. It is expected that agents enrolled in this course have successfully completed X•CELLERATE or closed two residential listing side transactions . This course is offered virtually as well as a full-day learning event with 25+ participants or more. It can also be delivered as a half-day event with the Training Manager continuing the content delivery in the office (2 modules). When the class is delivered as a full-day event, we invite the Training Managers to continue the momentum over the next 4-weeks with weekly DIY Expert Workshops reinforcing the activities learned in class as well as coordinate agent "Clashes" or mini-competitions using REscoreboard.com to drive listing activities at the office level. WHERE: C21university.com > BROWSE COURSES
WORKING WITH BUYERS	Live Event or In-Office	Working with Buyers is a full day live course which focuses on putting listings first by leveraging systems, tools and resources to better manage and Agent's time when working with buyers to find them "the one" in less time while still delivering a stellar home-buying experience. This course can be delivered live in large metros with 25+ participants or in an office by the Training Manager delivered in segments over 4-weeks. WHERE: C21university.com > BROWSE COURSES
MENTOR21	In-Office	MENTOR21 is designed to reinforce the business activities "ACHIEVES" introduced in X•CELLERATE in the form of regular, focused 30-minute accountability meetings using the C21-U MENTOR and MENTEE guides for 16-weeks - the time it takes to build productive HABITS! XTE + MENTOR21 will keep business pipelines full throughout the year. WHERE: C21university.com > BROWSE COURSES
NAR DESIGNATIONS AND CERTIFICATIONS	Virtual, Live-Online	Take some of the most popular NAR Designation Courses from the comfort of your office at an affordable price with engaging instructors who understand today's market and the opportunities it affords today real estate professionals. ABR, SRES, RSPS, MRP. WHERE: C21university.com > BROWSE COURSES
HOW TO VIDEO LIBRARY	Self-Study	Video streaming experience with snack-sized Learning delivered on your schedule, your way. Watch as C21 Top Practitioners share their business best practices. WHERE: C21university.com > HOW TO VIDEO
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, Top Agent, Leadership and Regional Events offer a variety of Learning experiences that you can enjoy live and in-person. WHERE: 21Online & Century21Events.com