



***Learn Live Thrive***

*Your Pathway To Success*

**Achiever \* Believer \* Thriver**



**Thrive Real Estate Education**

## The Believer

**The Believer** is new to the real estate business or needs extensive development with foundational knowledge and real estate sales skills. This person has typically closed between 0-15 deals.

Their needs include understanding that they are starting a business and how to make that business profitable. Most importantly, they must know they are responsible for their business survival. In addition, they must learn real estate sales contracts, transaction management, client management, and work-life balance.

They should invest 20% of their time in learning, 65% of their time in prospecting, and the final 15% of their time in self-development. If they have a purchase or listing contract, that should take up to 15% of the time from their prospecting schedule. On a forty-hour weekly schedule, this breaks into 8 hours for learning, 26 hours for prospecting, and 6 hours for personal development. T

They rush to build a list of 50 people who will trust them with referrals and real estate transactions.

### Post-licensure

Annual Commission Update

### Continuing Education

Common Mistakes Made By Real Estate Rookies And The Rest  
Finance Basics "Know Your Numbers"  
Recognizing Discrimination in Fair Housing  
Safety for Brokers While Showing Properties and Staging  
Sound Practices for the Preparation & Presentation of Effective Contracts  
Valuation, Marketing, Negotiation, & Closing the Sale

### Professional Development

5 ways to listen better (8 mins)  
Best Real Estate Company To Work For ~ Jessica Peterson  
Buyer Listing Contracts & Disclosures ~ Liz Bowen  
Four Simple Business Planning Steps for your Real Estate Biz ~ Chanda Hall  
Geographical Farming ~ Liz Bowen  
How Credit Scoring Works ~ Chanda Hall  
How to Market Yourself & Your Real Estate Services ~ Chanda Hall  
How to speak so that people want to listen  
How to Survive (and Thrive!) in a Distressed Market ~ Chanda Hall  
Know Your Numbers ~ Liz Bowen  
Personal Branding ~ Liz Bowen  
Seller Listing Contracts & Disclosures ~ Liz Bowen  
The Home Selling Process ~ Liz Bowen  
The Listing Appointment ~ Liz Bowen  
Time Blocking & Biz Plan Development ~ Liz Bowen  
Time Management vs. Energy Management ~ Chanda Hall  
What You Should Do to Market Your Listings ~ Sandy Schlappe  
Working with Buyers ~ Liz Bowen  
Working with Sellers ~ Liz Bowen  
Writing Killer Contracts ~ Liz Bowen



**The Achiever** is a producer doing between 5-15 deals per year. Their needs include understanding how to turn their work into a business rather than a job. Most importantly, they know they are responsible for business growth through systems and teams.

They should invest 20% of their time in learning, 65% of their time in prospecting, and the final 15% of their time in self-development. If they have purchase or listing contracts, that should take up to 25% of the time from their prospecting schedule.

On a forty-hour weekly schedule, this breaks into 8 hours for learning, 26 hours for prospecting, and 6 hours for personal development. They are methodically building a list of 150 people who will trust them with referrals and real estate transactions.

### **Post-licensure**

Annual Commission Update

### **Continuing Education**

Finance Basics "Know Your Numbers"  
Multiple Offers, Escalation Clauses And Hot Markets  
Safety For Brokers While Showing Properties and Staging  
Short Sales for Success  
Sound Practices For The Preparation & Presentation Of Effective Contracts  
Valuation, Marketing, Negotiation, & Closing The Sale

### **Commercial Con't Education**

Investment Real Estate Fundamentals  
Real Estate Supply And Demand Factors  
Issues In Real Estate Contract Law

### **Professional Development**

Interview Series with Jessica Peterson  
10 Ways To Have A Better Conversation  
5 Ways To Listen Better  
Blogging ~ Liz Bowen  
Connecting With Busy People ~ Jim Sharp  
DIY Real Estate Photography - The Basics ~ Greg Lennon  
Geographical Farming (~ Liz Bowen  
Grit: The Power Of Passion And Perseverance  
How To Attract & Serve Millennial Buyers ~ Anastasia Button  
How To Attract & Serve Millennial Sellers ~ Anastasia Button  
How To Market Yourself & Your Real Estate Services ~ Chanda Hall  
How To Speak So That People Want To Listen  
How to Survive (and Thrive!) In A Distressed Market ~ Chanda Hall  
Inside The Mind Of a Master Procrastinator  
Know Your Numbers ~ Liz Bowen  
Life Lessons ~ Jim Sharp  
Releasing the Lion Within ~ Mike Snyder  
Seller Listing Contracts & Disclosures ~ Liz Bowen  
Time Blocking & Biz Plan Development ~ Liz Bowen  
What You Should Do to Market Your Listings ~Sandy Schlappe  
Writing Killer Contracts ~ Liz Bowen  
Your Elusive Creative Genius  
Your Personal Brand Presence ~ Suzanne Tulien

**Thrive Real Estate Education**



**The Thriver** is a top or near-top producer doing between 16-65+ deals annually. Their needs include understanding how to turn their sales into passive revenue streams. Most importantly, they must know they are responsible for business growth through systems and team member development.

They should develop a legacy and retirement plan through real estate investment, business investment, and charities. They should invest 20% of their time in learning, 30% of their time in prospecting, 30% in transactions, and the final 20% of their time in self-development.

On a forty-hour weekly schedule, this breaks into 8 hours for learning, 12 hours for prospecting, 12 hours for transactions, and 8 hours for self-development. They are strategically building a list of 300+ people who will trust them with referrals and real estate transactions.

## **Post-licensure**

Annual Commission Update

## **Continuing Education**

Finance Basics "Know Your Numbers"  
Multiple Offers, Escalation Clauses And Hot Markets  
Short Sales for Success  
Sound Practices For The Preparation & Presentation Of Effective Contracts  
Valuation, Marketing, Negotiation, & Closing The Sale

## **Commercial Con't Education**

Investment Real Estate Fundamentals  
Real Estate Supply And Demand Factors  
Issues In Real Estate Contract Law

## **Professional Development**

Interview Series with Jessica Peterson  
10 Ways To Have A Better Conversation  
5 Ways To Listen Better  
Anything You Want ~ Derrick Severs  
Blogging ~ Liz Bowen  
Connecting With Busy People ~ Jim Sharp  
Dealing with Conflict & Solving Problems in the Workplace ~ Diane Blietz  
Effective Leadership & Decision-Making Skills  
Grit: The Power Of Passion And Perseverance  
How Great Leaders Inspire Action  
How To Live Passionately—No Matter Your Age  
How To Make Stress Your Friend  
How To Start A Movement  
How to Survive (and Thrive!) in a Distressed Market ~ Chanda Hall  
Immigrate Through Real Estate  
Life Lessons ~ Jim Sharp  
LinkedIn for Business ~ Jim Sharp  
Releasing the Lion Within ~ Mike Snyder  
The Art Of Misdirection  
The Happy Secret To Better Work  
The Puzzle Of Motivation  
Time Blocking & Biz Plan Development ~ Liz Bowen  
What Makes A Good Life? Lessons From The Longest Study On Happiness  
Your Body Language May Shape Who You Are  
Your Elusive Creative Genius  
Your Personal Brand Presence ~ Suzanne Tulien

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