

## Power Session 4: Win the Seller – Practiced Listing Presentations Lead to Signed Listing Agreements

Timing Illustration	Power Session Headings	Notes on Content	Exercise Names	Time for ...	
				Faculty	Cappers in Training
<div style="display: flex; justify-content: space-between;"> <span>Faculty</span> <span>Cappers</span> </div> <div style="background-color: #cccccc; padding: 5px; margin-top: 10px;">Prep for class</div>	<b>Prepare for Class</b>	<ul style="list-style-type: none"> <li>• Read the Power Session and Instructor notes completely, and prepare your lesson plan for teaching.</li> <li>• Review the Mission for the day and preview the videos that Cappers in Training are watching.</li> <li>• Prepare to show the in-class videos.</li> <li>• Set the tone for an energized and successful class!</li> </ul>		30 mins minimum prep time.	
<div style="background-color: #cccccc; padding: 5px; margin-top: 10px;">Expectations</div>	<b>Today's Expectations</b>	<ul style="list-style-type: none"> <li>• Commit to expectations for the day's Power Session.</li> </ul>		5 mins	5 mins
<div style="background-color: #cccccc; padding: 5px; margin-top: 10px;">Action Reveal</div>	<b>Action Reveal</b>	<ol style="list-style-type: none"> <li>1. Review and debrief the Mission</li> <li>2. Ask each person to report on their Daily 10/4 activities. Discuss wins and opportunities.</li> <li>3. Smile and dial!</li> </ol>	<ol style="list-style-type: none"> <li>1. Q&amp;A discussion about the Mission.</li> <li>2. Report Out on Daily 10/4</li> <li>3. Your Turn - Lead Generate for Business</li> </ol>	5 mins	<ol style="list-style-type: none"> <li>1. 10 mins</li> <li>2. 5 mins</li> <li>3. Make Real Play calls for 20 mins</li> </ol>

Faculty      Cappers Get Your Head in the Game Make It Happen Putting It All Together Aha's Resources	<b>Get Your Head in the Game</b>	Establish mindset for the day's topic. Win the Listing	1. Video "Develop Your Listing Skills"	1. 5 mins	1. 5 mins
	<b>Make It Happen</b>	Working with Sellers	1. Prequalify the Seller 2. Prelisting Packet 3. Video "Listing Presentations" 4. Listing Presentation 5. Your Turn – Listing Presentation	1. 5 mins 2. 10 mins 3. 5 mins 4. 45 mins 5. 5 mins	1. 5 mins 2. 10 mins 3. 5 mins 4. 45 mins 5. 40 mins
	<b>Putting It All Together</b> <ul style="list-style-type: none"> <li>Action Plan</li> <li>Prepare for Next Class</li> <li>Recall and Remember</li> </ul>	Prepare students for the work they will do before the next Ignite Power Session.		2 mins	5 mins
	<b>From Aha's to Achievement</b>	Discuss Aha's from today's session.			5 mins
	<b>Enhance Your Learning</b>	Resources for further study, for job aids, and more.			5 mins

**TOTAL SESSION TIME: Approximately 3 hours**