





## Power Session 6: Sell Your Listings – For Sale Signs Don't Pay the Bills, Sold Signs Do!

Timing Illustration	Power Session Headings	Notes on Content	Exercise Names	Time for ...	
				Faculty	Cappers in Training
Faculty      Cappers 	<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.	
	<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
	<b>Action Reveal</b> 1. Mission 2. Daily 10/4 3. Real Play Calls	1. Review and debrief the Mission 2. Ask each person to report on their Daily 10/4 activities. Discuss wins and opportunities. 3. Smile and dial!	1. Q&A discussion about the Mission. 2. Report Out on Daily 10/4 3. Your Turn - Lead Generate for Business	5 mins	1. 10 mins 2. 5 mins 3. Make Real Play calls for 20 mins
	<b>Get Your Head in the Game</b>	Establish mindset for the day's topic – getting the listing sold.	Discussion selling listings	5 mins	5 mins

Faculty      Cappers  Make It Happen  Putting It All Together  Achievements  Aha's  Resources	<b>Make It Happen</b>	Marketing and servicing your listings.	<ol style="list-style-type: none"> <li>1. Discussion on staging and staging objections.</li> <li>2. Your Turn – Marketing Action Steps</li> <li>3. Video “Hold an Effective Open House”</li> <li>4. Communication Checklist</li> <li>5. Customer Experience</li> <li>6. Video “Create a WOW Experience”</li> <li>7. Your Turn – Listing Presentation II</li> </ol>	<ol style="list-style-type: none"> <li>1. 15 mins</li> <li>2. 20 mins</li> <li>3. 5 mins</li> <li>4. 5 mins</li> <li>5. 5 mins</li> <li>6. 5 mins</li> <li>7. 30 mins</li> </ol>	<ol style="list-style-type: none"> <li>1. 15 mins</li> <li>2. 10 mins</li> <li>3. 5 mins</li> <li>4. 5 mins</li> <li>5. 5mins</li> <li>6. 5 mins</li> <li>7. 5 mins</li> </ol>
	<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>Achievements of the Week</b>	The purpose of this section is to work on accountability and mark progress.		5 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**