

Power Session 8: Find and Show Homes – Making Your Buyer’s Dream a Reality

				Time for ...	
Timing Illustration	Power Session Headings	Notes on Content	Exercise Names	Faculty	Cappers in Training
Faculty Cappers Prep for class Expectations Action Reveal Get Your Head in the Game	Prepare for Class	<ul style="list-style-type: none"> • Read the Power Session and Instructor notes completely, and prepare your lesson plan for teaching. • Review the Mission for the day and preview the videos that Cappers in Training are watching. • Prepare to show the in-class videos. • Set the tone for an energized and successful class! 		30 mins minimum prep time.	
	Today’s Expectations	<ul style="list-style-type: none"> • Commit to expectations for the day’s Power Session. 		5 mins	5 mins
	Action Reveal	Hold agents accountable for what it takes to build and grow their business. <ol style="list-style-type: none"> 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! 	<ol style="list-style-type: none"> 1. Q&A discussion about the Mission. 2. Report Out on Daily 10/4 3. Your Turn - Lead Generate for Business 	5 mins	<ol style="list-style-type: none"> 1. 10 mins 2. 5 mins 3. Make Real Play calls for 20 mins
	Get Your Head in the Game	Establish mindset for the day’s topic – finding the right home for your buyer.	Discuss the NAR statistics	5 mins	5 mins

<p>Faculty Cappers</p> <p>Make It Happen</p>	<p>Make It Happen</p>	<p>Working with Buyers</p>	<ol style="list-style-type: none"> 1. Your Turn – Qualify Properties 2. Discussion on showing homes 3. Your Turn – Benefits 4. Discussion on bringing buyers to a decision 5. Video “Create Buyer Urgency” 6. Your Turn – Buyer Objections 7. Your Turn – Show Homes 	<ol style="list-style-type: none"> 1. 10 mins 2. 15 mins 3. 5 mins 4. 5 mins 5. 5 mins 6. 5 mins 7. 5 mins 	<ol style="list-style-type: none"> 1. 15 mins 2. 5 mins 3. 10 mins 4. 5 mins 5. 5 mins 6. 10 mins 7. 20 mins
<p>Putting It All Together</p>	<p>Putting It All Together</p> <ul style="list-style-type: none"> • Action Plan • Prepare for Next Class • Recall and Remember 	<p>Prepare students for the work they will do before the next Ignite Power Session.</p>		<p>2 mins</p>	<p>5 mins</p>
<p>Aha’s</p>	<p>From Aha’s to Achievement</p>	<p>Discuss Aha’s from today’s session.</p>			<p>5 mins</p>
<p>Resources</p>	<p>Enhance Your Learning</p>	<p>Resources for further study, for job aids, and more.</p>			<p>5 mins</p>
<p>TOTAL SESSION TIME: Approximately 3 hours</p>					