

# July 2010 Rock Solid in Real Estate



Sun	Mon	Tues	Wed	Thur	Fri	Sat
				<b>1</b> <b>Events</b> Spfld Chamber Greeters 7 - 9:00am <sup>9</sup>  Short Sales & Foreclosures 8am -4pm Scottish Rite Conference Room 4090 Commercial St. SE Salem, OR	<b>2</b> <b>Events</b> NO MEETING Eugene Chamber Greeters  <b>Deadline</b> PREP Ads Early Deadline for 7-10 & 7-11 10am	<b>3</b> <b>Principal on Duty</b> David Stribling 9-5 541-673-1726 ext 5234
<b>4</b> <b>Principal on Duty</b> Marcia Edwards 9-5 541-221-1454  	<b>5</b> <b>Principal on Duty</b> Marcia Edwards 9-5 541-221-1454  <b>Office Closed</b> for observance of 4th	<b>6</b> <b>Events</b> Technology Tuesday ilinc 10:30 - 11:30  Accountability & Coaching 9 - 10am <sup>2</sup>  <b>Deadline</b> PREP Home Tour 1 pm	<b>7</b> <b>Events</b> RMLS West Tour 9am <sup>1</sup>  Newbies Round Table 11am - Noon <sup>2</sup>	<b>8</b> <b>Events</b> Spfld Chamber Greeters 7 - 9:00am <sup>9</sup> EAR - Organizing Your Business 1:30-3:30pm <sup>6</sup> (2 core hrs) Sphere Group Meeting 11am - Noon <sup>2</sup>  <b>Birthday</b> Karin Olsen	<b>9</b> <b>Events</b> Eugene Chamber Greeters at The Nines, 3800 Delta Hwy 7:30- 9am  Conviction & Pricing w/Marcia 2 - 4pm <sup>3</sup>  <b>Birthday</b> Carol Dozois	<b>10</b> <b>Principal on Duty</b> Ken Howe 9-5 503-559-8787 ext 1280
<b>11</b> <b>Principal on Duty</b> Marianne Wood 9-5 541-953-0986 ext 1023  <b>Birthday</b> Jim Crane	<b>12</b> <b>Events</b> Business Overview 9am-10:30am <sup>3</sup> Prep Tech Overview 10:30-12 noon <sup>3</sup> Listing Contracts 1 - 4:30pm <sup>3</sup> EAR - Code of Ethics 9:30-Noon <sup>6</sup> (2 core)  <b>Deadline</b> PREP Ads 10am	<b>13</b> <b>Events</b> Technology Tuesday 10:30 - 11:30 <sup>2</sup> in large conf Rm @ Oakway Accountability & Coaching 9 - 10am <sup>2</sup> RMLS CMA Class 10 - 11am <sup>3</sup>  <b>Deadline</b> PREP Home Tour 1 pm	<b>14</b> <b>Events</b> RMLS East Tour 9am <sup>1</sup> Using & Setting Up Your PHF Website 9am-Noon <sup>3</sup> Using the Presentation Software 1-4:30 <sup>3</sup> Newbies Round Table 11am - Noon <sup>2</sup>	<b>15</b> <b>Events</b> Spfld Chamber Greeters 7 - 9:00am <sup>9</sup> Building Your Business with PHF 9am-Noon <sup>3</sup> Intro to Short Sales 1 - 4 pm <sup>3</sup> EAR - Seller's Disclosures 9:30-10:30am <sup>6</sup> (2 core hrs) Sphere Group Meeting 11am - Noon <sup>2</sup>	<b>16</b> <b>Events</b> Eugene Chamber Greeters 7:30- 9am <sup>8</sup> Buyer Loyalty & Exclusive Buyer Service Agreement 9am-Noon <sup>3</sup> Selecting & Showing Property & Obtaining the Buying Decision 1-4:30 <sup>3</sup>	<b>17</b> <b>Principal on Duty</b> David Stribling 9-5 541-673-1726 ext 5234
<b>18</b> <b>Principal on Duty</b> Marcia Edwards 9-5 541-221-1454  <b>Birthday</b> Evelyn Green	<b>19</b> <b>Events</b> Prospecting & Building Your Sphere 9am-Noon <sup>3</sup> Phone & Floor Techniques 1-4:30pm <sup>3</sup>  <b>Deadline</b> PREP Ads 10am	<b>20</b> <b>Events</b> Monthly Business Meeting 8:30-10am <sup>1</sup> Prospecting for Listings: FSBO's & Expired 1-4:30pm <sup>3</sup>  <b>Deadline</b> PREP Home Tour 1 pm	<b>21</b> <b>Events</b> RMLS West Tour 9am <sup>1</sup> Residential Evaluation of Property 9am-Noon <sup>3</sup> Listing Appt & Preparation Scenario 1-4:30pm <sup>3</sup> Newbies Round Table 11am - Noon <sup>2</sup>	<b>22</b> <b>Events</b> Spfld Chamber Greeters 7 - 9:00am <sup>9</sup> Mortgage Financing 9 - 11:30am <sup>3</sup> EAR - Membership Luncheon, Board Elections, Realtor of the Year @ Holiday Inn 11:30am <sup>5</sup> Business After Hours 5 - 7pm (@ Ems Baseball Club, MLK Jr Blvd) Sphere Group Meeting 10 - 11am <sup>2</sup>	<b>23</b> <b>Events</b> Eugene Chamber Greeters 7:30- 9am <sup>8</sup> Sales Techniques & Open Houses 9am-Noon <sup>3</sup> Sales Agreements 1-4:30pm	<b>24</b> <b>Principal on Duty</b> Alec Armour 9-5 541-205-9266 ext 1510
<b>25</b> <b>Principal on Duty</b> Ken Howe 9-5 503-559-8787 ext 1280	<b>26</b> <b>Events</b>  <b>Deadline</b> PREP Ads 10am	<b>27</b> <b>Events</b> Technology Tuesday 10:30 - 11:30am  Accountability & Coaching 9 - 10am <sup>2</sup>  <b>Deadline</b> PREP Home Tour 1 pm	<b>28</b> <b>Events</b> RMLS East Tour 9am <sup>1</sup>  Newbies Round Table 11am - Noon <sup>2</sup>	<b>29</b> <b>Events</b> Spfld Chamber Greeters 7 - 9:00am <sup>9</sup>  EAR - Tax Tips for Realtors 9:30-11:30am <sup>6</sup> (2 core hrs)  Sphere Group Meeting 11am - Noon <sup>2</sup>	<b>30</b> <b>Events</b> Eugene Chamber Greeters 7:30- 9am <sup>8</sup>	<b>31</b> <b>Principal on Duty</b> Marianne Wood 9-5 541-953-0986 ext 1023

## Accountability & Coaching

Tuesday July 6, 13, 27

9am - 10am @ Oakway, 4th Floor

Join a group of your peers as you commit to a weekly number of contacts and review results.

## Newbies Round Table Every Wednesday

11am - 12noon @ Oakway, 4th Floor

All realtors that have been in the business less than 24 months are welcome to the Newbies Round Table with Marcia.

## Sphere Meeting Group Thursdays (except July 1)

8th, 15th, 29th, 11am - 12noon

22nd, 10 - 11am @ Oakway, 4th Floor

Discover ways to respectfully contact your sphere with something of value year round.

### Event Location Key

- <sup>1</sup> Vets Club Eugene
- <sup>2</sup> Oakway Branch Office Large Conf Room
- <sup>3</sup> Oakway Branch Office Suite 280
- <sup>4</sup> Salem/Kaizer Training Room
- <sup>5</sup> Holiday Inn, 919 Kruse Way (Gateway)
- <sup>6</sup> Eugene Association of Realtors®
- <sup>8</sup> Mallard Banquet Hall
- <sup>9</sup> HomeTown Buffet

Please Confirm Location and Time with your Branch Manager or on PREPonline.com in advance.