

# BHGRE GREENHOUSE

## VIRTUAL LEARNING IN JULY

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### GETTING, SELLING, LEVERAGING THE LISTING

Tues July 7 (1:00 - 2:00 pm)

Learn how to use the right BHGRE tools and resources in order to get NEW listings, preparing to SELL your listings and to LEVERAGE your listings for future business. Navigate down each of these pathways to use our Brand tools... what they are, where to find them, when and why to use them and how to script them.

Watch for the recording of this event coming soon!

### SOCIAL MEDIA STRATEGIES

Tues July 14 (1:00 - 2:00 pm)

Learn which social media strategies will get your listings and business noticed!

Watch for the recording of this event coming soon!

### VIRTUAL LEAD GEN: FARMING

Thurs July 16 (11:00 am -12:30 pm)

This course will share best practices to help you choose, plan and develop your own productive target market that can be an ongoing source of listings and income. You will explore outreach options that effectively position you as a valued resource as you build recognition and preference. Learn to leverage tools and launch a campaign that can produce rapid results.

REGISTER HERE: <https://bit.ly/2NPEptx>

### WINNING THE LISTING

Tues July 21 (1:00 - 2:00 pm)

Learn from other new and experienced agents within the Brand. This interactive panel with agents who will share their creative tips, innovative ideas and best practices to win at the kitchen table to get more listings.

REGISTER HERE: <https://bit.ly/2ZzCbnB>

### VIRTUAL LEAD GEN: SPHERE OF INFLUENCE

Wed July 22 (2:00 - 4:00 pm)

A fast-paced online workshop designed to help agents increase the business volume of their sphere of influence. The course includes a Goal Projector tool that will help agents calculate their goals, income and contacts for the next 12 months. The course shares solid best practices of top performers and is intended to have an immediate impact on agent productivity. Agents will learn how to provide value with every contact, gain and retain top-of-mind status, calculate the rate of return on their own SOI, and create their own SOI Action Plan.

REGISTER HERE: <https://bit.ly/3gpCO9R>

### VIRTUAL LEAD GEN: EXPIREDS

Thurs July 23 (11:00 am -12:30 pm)

Top producing agents know that you have to roll up your sleeves and put in the work to get Expireds' business. In addition, our research shows that combining this foundational approach with advanced, next level tactics increases your chances for success. In this course, you'll discover strategies and techniques that you can use on Expireds to capitalize on the now and plan for the future.

REGISTER HERE: <https://bit.ly/2D4Trtl>

### LEAD CONVERSION

Tues July 28 (1:00 - 2:00 pm)

A steady stream of leads is the lifeblood of any agents' business. Lead Conversion will help agents identify the best lead sources to fill their pipelines and tactics and tools they need to convert them.

REGISTER HERE: <https://bit.ly/38oWDeF>

### VIRTUAL THRIVE (BUYERS)

Thurs July 30 (2:00 - 3:30 pm)

Balancing their time between focusing on listings and providing superb service to buyers can be a challenge for any agent. BHGRE THRIVE helps agents service their buyers more efficiently, so they can scale up to a more profitable business. As counter-intuitive as it may seem, strong buyer agents can increase their listings when they have the models and systems they need to streamline and simplify the process of working with buyers. You'll walk away with a portfolio of buyer tools you can put into use as soon as you leave class!

REGISTER HERE: <https://bit.ly/2YUwcum>

## VIRTUAL GROW

July 13 - Aug 7

Monday-Friday 11:00AM-12:30PM

GROW is a four-week productivity course which boasts a strong focus on lead generation and learning by "doing." Participants use the daily productivity tracker to refine habits, track progress and overcome set-backs while benefiting from coaching and training designed to cure skill gaps. The productivity tracker is used to stay on track to secure listing contracts and buyer rep agreements. Office/Manager involvement is vital for the student's success. Class prep and attendance is approximately 10 hours per week for four weeks.

REGISTER HERE: <https://bit.ly/2ZtsA1D>