

Outlist | Outlast Prerequisite

*Outlist | Outlast is a mastery level course. Participation in this course is voluntary, but it is **HIGHLY SUGGESTED** that those who attend meet the following criteria and all complete pre-class work prior to day 1 to achieve the best results. Agents who do not meet these criteria are likely to experience frustration and a lack of productivity.*

Production Level:

- An agent who elects to attend this course should have successfully listed AND closed at least 2 residential sales transactions (excluding rentals) in the last 12 months.

OR

- An agent who has attended at least 7 out of 8 AMP! classes, including completing all AMP achievements, is eligible to take this course regardless of production level.

Pre-Class Work: The following information will be used during classroom activities to determine the number of daily contacts and appointments necessary to reach the annual goal each agent has set for themselves.

Agents should come to class with the following data (data should be calculated on an annual basis):

Average Sales Price	_____	Average Commission %	_____
Household Bills	_____	Desired Savings	_____
Real Estate Expenses	_____	Commission Split	_____

Classroom Experience

- This is an interactive course where classroom participation and group discussion are essential to the learning process.
- Dialogue practice and role play will be included in each module/week.
- Prospecting calls will be made during class each week for approximately 20 minutes. Agents will come prepared with their call lists.
- Agents will log daily contacts and appointments into ReScoreboard.com based on their personal goals.
- Each week, agents will participate in a “Clash” that includes head to head competition with another class member (top listing agent wins) and a demonstration of the company tool available for that module/week’s topic. Each week will commence with an assigned DIY (do it yourself) designed to get the agent creating their own listing appointment collateral which includes, pre-qualification scripts/questions, pre-listing package, listing presentation, marketing plan and contract to close checklist/timelines. The following week, agents will present the results of their DIY to each other during class.

Company materials, programs, or meetings that are not for compliance purposes are optional for your use as an independent sales associate affiliated with the Company. Your use is not required for your continued affiliation with the Company.