

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Week 1 27	28 9:30 AM - Team Meeting 10:00 AM - ISA Meeting	29	30	31 New Year Holiday - Office Closed		1 2
Week 2 3	4 9:30 AM - Team Meeting 10:00 AM - ISA Meeting 10:00 AM - OSA Meeting	5	6 10:00 AM CINC: Go Fish!!! Work the Pond Like a Pro to Build Your Pipeline 2:00 PM Paperwork! Oh no! Contracts, Listing Agreements, Extensions, etc.!	7	8 10:00 AM Tech: Microsoft Teams: How to Have a Virtual Meeting	9
Week 3 10	11 9:30 AM - Team Meeting 10:00 AM - ISA Meeting 10:00 AM - OSA Meeting	12	13 10:00 AM CINC: Ways to Detect Opportunities 2:00 Working with Sellers, Pricing Guide	14	15 9:00 AM Tech: Office 365 - Create, Communicate, Collaborate and Get Work Done	16
Week 4 17	18 MLK Day - National Holiday Office Closed	19 9:30 AM - Team Meeting 10:00 AM - ISA Meeting 10:00 AM - OSA Meeting	20 2:00 Buyers are Not Liars: Strategies to Increase Your Met to Sold Rate	21	22	23
Week 5 24	25 9:30 AM - Team Meeting 10:00 AM - ISA Meeting 10:00 AM - OSA Meeting	26	27 2:00 PM DISC: Learn the Golden Rule of Selling	28	29	30