

| | SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | |
|---------|---|--|---|---|---|--------|----------|--|
| Week 19 | | 2 9:30 AM - Team Meeting | 3 9:00 Tech: Transaction Desk 1:30 PM Role Play - Microsoft Teams | 4 1:30 PM Role Play - Microsoft Teams 2:00 PM Buyers: How to Set, Negotiate & Collect Your Fee | 5 9:00 CINC Launchpad - How to Navigate Your Day 11:00 AM Craig Proctor Webinar | 6 | 7 8 | |
| Week 20 | 9  | 10 9:30 AM - Team Meeting | 11 9:00 Tech: Office 365 - Create, Communicate, Collaborate and Get Work Done 1:30 PM Role Play - Microsoft Teams | 12 1:30 PM Role Play - Microsoft Teams 2:00 PM Buyers: Beat out other Buyers! Strategies for Winning the Bid! | 13 9:00 CINC: Go Fish!!! Work the Pond Like a Pro to Build Your 11:00 AM Craig Proctor Webinar | 14 | 15 | |
| Week 21 | 16 | 17 9:30 AM - Team Meeting | 18 9:00 Tech: FlexMLS Tips 1:30 PM Role Play - Microsoft Teams | 19 1:30 PM Role Play - Microsoft Teams 2:00 PM DISC Training: Learn the Golden Rule of Selling! | 20 9:00 CINC: Beyond the Call - Creative Ways to Build Rapport 11:00 AM Craig Proctor Webinar | 21 | 22 | |
| Week 22 | 23 | 24 9:30 AM - Team Meeting | 25 9:00 Tech: Microsoft Teams - How to Have a Virtual Meeting on the Fly 1:30 PM Role Play - Microsoft Teams | 26 1:30 PM Role Play - Microsoft Teams 2:00 PM Sellers: Working with Sellers, Pricing Guide | 27 9:00 CINC: Moving Prospects through the Sales Funnel Pipeline 11:00 AM Craig Proctor Webinar | 28 | 29 | |
| Week 23 | 30 | 31 Memorial Day: Office Closed  | | | | | | |