

OCTOBER 2017

Monday	Tuesday	Wednesday	Thursday	Friday
2	3	4	5	6
	<p>Phase 4TM Sales Training Program Week 3</p> <p>*Registered Members Only* Email info@yccracademy.com for registration details</p>			<p>YCR Toastmaster</p> <p>(Guests are welcome) 10:00 am - 12:00 pm</p> <p>Contact us if you would like more information on Toastmasters</p>
9	10	11	12	13
<p>THANKSGIVING</p>  <p>Office Closed</p>	<p>Phase 4TM Sales Training Program Week 4</p> <p>*Registered Members Only* Email info@yccracademy.com for registration details</p>	<p>New Build Agreements Understanding Your Clients Rights and Obligations</p> <p>Mark Morris 10:00am - 11:00am</p>	<p>LUNCH AND LEARN Your Geographic 'Farm' Lead Generation Strategy</p> <p>Matthew Weinstein 10:30am - 11:30am</p> <p>Must Register: info@yccracademy.com</p>	<p>Commercial Leasing 101</p> <p>Natalka Falcomer 10:00am - 11:00am</p>
16	17	18	19	20
<p>MPAC Assessment 101 & Working with Public Records</p> <p>Marc Laurin 10:30am - 12:00pm</p>	<p>Phase 4TM Sales Training Program Week 5</p> <p>*Registered Members Only* Email info@yccracademy.com for registration details</p>		<p>LUNCH AND LEARN Tax Tips for Real Estate Agents</p> <p>Paul Piccoli - FBC 11:00am - 12:00pm</p> <p>Must Register: info@yccracademy.com</p>	<p>YCR Toastmaster</p> <p>(Guests are welcome) 10:00 am - 12:00 pm</p> <p>Contact us if you would like more information on Toastmasters</p>
23	24	25	26	27
	<p>Phase 4TM Sales Training Program Week 6</p> <p>*Registered Members Only* Email info@yccracademy.com for registration details</p>	<p>Forms, Contracts & Clauses</p> <p>Gregory Istanbul 10:00am - 12:00pm</p>		<p>Commercial Network Panel</p> <p>Jack Fusco 10:00am - 12:00pm</p>
30	31			



RESIDENTIAL



SALES TRAINING PROGRAM



LUNCH AND LEARN



TOASTMASTER



COMMERCIAL

Questions? info@yccracademy.com