

EXTREME ONLINE UNIVERSITY LIST OF COURSES

PHONE SIMULATOR – Practice on virtual customers to Master your scripts for FSBOs, Expireds and Cold Calling. Become proficient with the scripts BEFORE you meet a live prospect.

1 - *Phone Simulator* – FSBO, Expired and Cold Calls- 3 modules

SUPERSTAR LEVEL 1- contains all of the Core training material you will need to build a duplicatable, predictable real estate business.

1 -30 Day Quick Start or Career Restart – Alex Szinegh acts as your coach for first 30 days, 10 modules

2 -Time Management – How to get more done in a shorter period of time, 6 modules

3 -A Perfect day for a realtor – An example of the perfect day for a top producer, 12 modules

4 -New “Digital Marketing” Listing Presentation – How to set yourself apart from the competition at a listing presentation and always get the listing, 11 modules

5 -Plan for success and make \$100K/year – Step by step strategy on how to make \$100k per year, 16 modules

6 -Marketing 101 – Tips on how to become a well known agent and build your image, 15 modules

7 -Four steps to success – Discover the fastest steps towards success, 9 modules

8 -Recognizing Personality Styles – Discover and understand what causes people to make buying decisions, 15 modules

9 -Applying Personality Styles – How to apply the techniques you learned about Personality Styles, 14 modules

10 -Working effectively with Buyers – Top notch techniques to have your buyers actually buy, 13 modules

SUPERSTAR LEVEL 2 – Additional subjects that will help elevate you to the top of your game.

1 -Hiring an Assistant – Increase your business by leveraging your time and workload. “Do what you do the best and delegate the rest”, 6 modules

2 -Thirteen points to success – Key points to help you rise to the top, 7 modules

3 -Scripts for FSBO’s and Expireds – Complete language on how to effectively speak to FSBOs and Expireds, 14 modules

4 -Listing Presentation – Get the listing every time, 11 modules

5 - How to Map out a Successful Year – Top producer shares his experience – with Jody Keats, 21 modules

6 -Advertising/Scripts/Commissions – Techniques for advertising and handling FSBO objections, 12 modules

7 -Conquering Fear – Achieve success without fear, 8 modules

8 -Negotiations Techniques – Superb negotiation techniques, 9 modules

9 -Handling Objections and Communication Techniques – Learn the effective way to handle objections, 14 modules

10 -How to get out of a Rut – Learn to get out of a slump, 7 modules

11 -Open Houses – Hold high traffic, successful open houses, 7 modules

SUPERSTAR LEVEL 3 – Elevate your business even to a higher with ideas and techniques from Alex and other top producers

1 - How to get REO Listings – Master your ability to get REO listings – with Frank Patrick, 3 modules

2 -Surviving in a changing market – How to adapt when the market shifts, 7 modules

3 -Short Sales – Critical points of a short sale – with Brook Gardner, 5 modules

4 -Team Building – Alex Szinegh live on stage at 2006 convention, how to build a cohesive team

- 5 -Anger Management – Alex live on stage at 2007 convention, use anger as a constructive tool to help your life
- 6 -Do what you do best BETTER – Alex live on stage at 2011, convention the effective use of your natural talents to get increase your results in life and business
- 7 -Questions You Didn't Know to Ask – An in-depth interview with Alex Szinegh, 10 modules
- 8 -Building a Great Elevator Speech – Learn how to build a short, quick speech to meet new prospects, 4 modules

SPONSORING NEW AGENTS

- 1 - Foundation of Sponsoring – The platform to build your sponsoring strategies on – with Valerie Reyes, 4 modules
 - 2 - How to Sponsor Effectively – An in-depth look at what it takes to build a large residual income– with Valerie Reyes, 15 modules
 - 3 - Foundation of Sponsoring (Guest Access) - Basics of sponsoring.
Note: This is a sample portion of this course, 1 module
 - 4 -Recruiting/Sponsoring System – Build a large residual income for you and your family, 12 modules
 - 5 -Sponsoring 101- Learn the techniques to efficiently recruit agents, 10 modules
 - 6 -Up close and personal – A personal message from Steve Morris, CEO and Founder, 5 modules
 - 7 -Up close and personal (Guest Access) – A sample of the personal message from Steve Morris, CEO and Founder, 1 module
- BROKERS - Broker Specific Training – top brokers and experts share their wisdom on building a profitable business**
- 1 - Broker/Owner Introduction – How do you instruct, administer and coach your agents to get the most out of the Training System – with Alex Szinegh, 4 modules
 - 2 - Building Blocks of a Brokerage – A 40 year veteran of the Real Estate Business shares his wisdom - with Bob McKinnon, 7 modules

- 3 - Building a Successful Real Estate Brokerage – One of the top Brokers shares his expertise – with Wayne Cochrane, 5 modules
- 4 - What the top 1% Do – Tami Bonnell, President for Exit Realty US Operations outlines key points of successful leaders, 8 modules
- 5 - Fifteen Minutes of Fame – A quick look from a top Broker's point of view – with Ed Haraway, 5 modules
- 6 - Integrated Marketing Strategy – How to coordinate all of your marketing efforts – with Stan Bishop, 5 modules
- 7 - Corporate Broker Conference Calls, 2006 – This course contains an archive of Corporate Broker Conference Calls, 2006, 1 module
- 8 - Corporate Broker Conference Calls, 2007 – This course contains an archive of Corporate Broker Conference Calls, 2007, 8 modules

NOTE: There are some sample courses (GUEST passes) that can be used for Recruiting and Sponsoring agents from other companies. This will help to build your Residual Income.