



Training Menu

KNOWLEDGE IS POWER. We want our Agents to feel confident in the products they are promoting. Choose from our diverse Training Menu for topics that best fit the needs of you and your team.

NEW AGENT

MEET & GREET 10-20 minutes

Current Contract

- What's New?
- Pricing
- Discounts

HOT TOPICS

MEET & GREET 5-10 minutes

Agent Resource Center

- Online Ordering
- Status Updates
- Marketing Materials
- Executive Program

ADVANCED

MEET & GREET 10-20 minutes

Internal Resources

- Account Manager
- Inside Account Manager
- Agent Specialist
- Executive Program Coordinator

LUNCH & LEARN 45 minutes

Sellers' Coverage

- As a Listing Tool
- Eliminating Risk
- Transitioning from Sellers to Buyers

LUNCH & LEARN 30-45 minutes

Executive Program

- Follow-Up Initiative
- Agent Benefits
- Buyer Benefits

LUNCH & LEARN 30 minutes

Optional Coverage

- \$55 Trade Call Fee
- Red Tag
- Smart Home
- Emergency Portable A/C or Heater Reimbursement
- Additional Refrigeration

OFFICE PRESENTATION 60 minutes

Home Warranty 101

- Intro to Home Warranty
- Covered vs. Not Covered
- Picking a Plan
- Types of Coverages
- Benefits
- Procedures

OFFICE PRESENTATION 30 minutes

HVAC Education

- HW Benefits for HVAC
- Freon Phase Out
- System Education
- What to Look for on PI
- Coverage to Protect HVAC

OFFICE PRESENTATION 30-45 minutes

Home Inspections

- How Inspections Influence Home Warranty
- What to Look for
- Common Terminology
- How to Ensure Coverage
- Available Discounts