

Disc #	Day	Start Time	Room Number	Session Title	Level	Date	REPEAT?	A (Age)	A (Mtg)	MCA	OP	ALL	TL	L	C	AA	ALC
101	Sunday	8:00 AM	109 A B	The Best Scripts for Sellers	1	2.22.2009		X									
102	Sunday	8:00 AM	300 LH	Build Investor Clients for Life	3	2.22.2009		X									
103	Sunday	8:00 AM	311 E-H	The Eight Mistakes Agents make & How to Avoid Them	3	2.22.2009		X									
104	Sunday	8:00 AM	104 AB	Farming: Cultivating an Endless Harvest of Business	1	2.22.2009		X									
105	Sunday	8:00 AM	101 AB	Get Ahead of the Competition: Recruiting with Pro/TOP PRODUCER	1	2.22.2009								X			
106	Sunday	8:00 AM	102 AB	Prospecting: Earn Consistent, Predictable Income	1	2.22.2009		X									
107	Sunday	8:00 AM	202 AB	Recruiting by the Book - MREA and SHIFT	2	2.22.2009							X				
108	Sunday	8:00 AM	311 AD	SHIFT: Bulletproof the Transaction	3	2.22.2009		X									
109	Sunday	8:00 AM	203 ABC	SHIFT: Catch People in Your Web	2	2.22.2009		X									
110	Sunday	8:00 AM	308 AD	SHIFT: Find the Motivated	3	2.22.2009		X									
111	Sunday	8:00 AM	110 AB	SHIFT: Get Real, Get Right: The Mindset of an Opportunity Warrior	1	2.22.2009		X									
112	Sunday	8:00 AM	304 A-H	SHIFT: Mastering Short Sales Panel	3	2.22.2009		X									
113	Sunday	2:00 PM	203 ABC	Creating A Winning Hand - Five Essential Elements to a Productive, Profitable 2009	2	2.22.2009		X									
114	Sunday	2:00 PM	300 LH	Financial Intelligence: Running A Profitable Sales Team	3	2.22.2009			X								
115	Sunday	2:00 PM	101 AB	Get More Leads Without Spending More Money	1	2.22.2009		X									
116	Sunday	2:00 PM	202 AB	Go Big With Buyers	2	2.22.2009		X									
117	Sunday	2:00 PM	103 AB	Green Real Estate 101: What You Need to Know About the Green Market	1	2.22.2009		X									
118	Sunday	2:00 PM	102 AB	Integrate New Technology Into Your Business	1	2.22.2009		X									
119	Sunday	2:00 PM	Chapin	Overcome Buyer and Seller Objections	3	2.22.2009		X									

120	Sunday	2:00 PM	311 EH	SHIFT: Bulletproof the Transaction	3	2.22.2009	REPEAT	X										
121	Sunday	2:00 PM	104 AB	SHIFT: Do More With Less	1	2.22.2009		X										
122	Sunday	2:00 PM	109 AB	SHIFT: Get to the Table: Lead Conversion	1	2.22.2009		X										
123	Sunday	2:00 PM	110 AB	SHIFT: Selling Bank-Owned Properties	1	2.22.2009		X										
124	Sunday	2:00 PM	311 AD	Top Rookies Panel	3	2.22.2009		X										
125	Sunday	2:00 PM	308 AD	Winning Listing Consultations Panel	3	2.22.2009		X										
126	Sunday	4:30 PM	Chapin	Accelerate Your REO Business: Lender Insights	3	2.22.2009		X										
127	Sunday	4:30 PM	103 AB	Become a High-Impact Trainer: The KWU Master Faculty's Best Tips	1	2.22.2009					X							
128	Sunday	4:30 PM	311 EH	The Eight Mistakes Agents make & How to Avoid Them	3	2.22.2009	REPEAT	X										
129	Sunday	4:30 PM	203 ABC	KW Commercial: The Launch	2	2.22.2009					X							
130	Sunday	4:30 PM	104 AB	Master Recruiters: Top Operating Principals and Team Leaders	1	2.22.2009				X		X						
131	Sunday	4:30 PM	102 AB	MCA Balance: Managing Multiple Priorities	1	2.22.2009			X									
132	Sunday	4:30 PM	202 AB	The MREA Models at Work	2	2.22.2009		X										
133	Sunday	4:30 PM	101 AB	Priced To Sell: Delivering Effective CMAs Panel	1	2.22.2009		X										
134	Sunday	4:30 PM	109 AB	Super Star Panel	1	2.22.2009		X										
135	Sunday	4:30 PM	308 AD	The Team Leader Opportunity	3	2.22.2009					X							
136	Sunday	4:30 PM	110 AB	Techniques for Negotiating Win-Win Agreements	1	2.22.2009		X										
137	Sunday	4:30 PM	311 AD	The Millionaire Business Owner	3	2.22.2009				X								
201	Monday	11:15 AM	304 AD	The Millionaire Team Leader	3	2.23.2009						X						
202	Monday	11:15 AM	101 AB	Capitalizing on the Shift in the High-end Market	1	2.23.2009		X										
203	Monday	11:15 AM	209 ABC	Constructive Communication for Market Center Leadership	2	2.23.2009							X					

204	Monday	11:15 AM	300 LH	Do You Want to be a Successful Productivity Coach?	3	2.23.2009												X	
205	Monday	11:15 AM	308 AD	Easy Money: Doing Agent-to-Agent Referrals	3	2.23.2009		X											
206	Monday	11:15 AM	203 ABC	Effectively Capture Contact Information with Your Website: Thin Bait and Fat Bait	2	2.23.2009		X											
207	Monday	11:15 AM	109 AB	How to Close 100+ Transactions a Year	1	2.23.2009			X										
208	Monday	11:15 AM	102 AB	Market Listings Online: The Power of KWLS	1	2.23.2009		X											
209	Monday	11:15 AM	311 AH	Marketing: Reach More People in Less Time	3	2.23.2009		X											
210	Monday	11:15 AM	103 AB	Owner-to-Owner Recruiting: Mergers and Acquisitions	1	2.23.2009				X									
211	Monday	11:15 AM	Chapin	SHIFT: A Million Dollars Left on the Table - The Buyer Side of Bank-Owned Properties	3	2.23.2009		X											
212	Monday	11:15 AM	304 EH	SHIFT: Create Buyer Urgency	3	2.23.2009		X											
213	Monday	11:15 AM	208 ABC	SHIFT: Do More With Less	2	2.23.2009	REPEAT	X											
214	Monday	11:15 AM	104 AB	SHIFT: Get Real, Get Right: The Mindset of an Opportunity Warrior Panel	1	2.23.2009		X											
215	Monday	11:15 AM	110 AB	Unlock the Secrets of <i>The Millionaire Real Estate Agent</i>	1	2.23.2009		X											
216	Monday	1:00 PM	102 AB	10+ Great Ideas to Grow Your Productivity Coaching Business	1	2.23.2009												X	
217	Monday	1:00 PM	101 AB	Exchanges	1	2.23.2009		X											
218	Monday	1:00 PM	304 EH	Build a High-Performance Sales Team	3	2.23.2009			X										
219	Monday	1:00 PM	208 ABC	Call Reluctance: Gain Confidence, Grow the Market Center	2	2.23.2009												X	
220	Monday	1:00 PM	202 AB	eAgents: Agents Get All of This for Just \$10?	2	2.23.2009												X	
221	Monday	1:00 PM	104 AB	Get Ready Now: Prepare to Be the MCA of a Top Market Center	1	2.23.2009				X									
222	Monday	1:00 PM	203 ABC	Go Big with Buyers	2	2.23.2009		X											
223	Monday	1:00 PM	308 AD	High-Minded, Purpose-Driven, Business Savvy ALCs	3	2.23.2009												X	X
224	Monday	1:00 PM	209 ABC	KW Commercial: Implementation and Recruiting	2	2.23.2009												X	

246	Monday	4:30 PM	Chapin	The 30-Minute Power Listing	3	2.23.2009		X											
247	Monday	4:30 PM	102 AB	After the Sale: Postclosing Systems that Create Satisfaction and Generate Referrals	1	2.23.2009		X											
248	Monday	4:30 PM	300 LH	All the Ins and Outs of Breaking into or Maintaining a Luxury Homes Business	3	2.23.2009		X											
249	Monday	4:30 PM	203 ABC	Attracting Referrals from Residential Agents	2	2.23.2009		X											
250	Monday	4:30 PM	109 AB	The Best Scripts for Buyers	1	2.23.2009		X											
251	Monday	4:30 PM	101 AB	Farming: Cultivating an Endless Harvest of Business	1	2.23.2009	REPEAT	X											
252	Monday	4:30 PM	103 AB	FSBOs and Expireds: They're Waiting for You to Call	1	2.23.2009		X											
253	Monday	4:30 PM	104 AB	Leverage a Great Database to Build Your Business: The Best of ProManage/TOP PRODUCER	1	2.23.2009		X											
254	Monday	4:30 PM	110 AB	Pat Hiban: How I went from 10 Deals a Year to 500 (Part 2)	1	2.23.2009			X										
255	Monday	4:30 PM	209 ABC	The Power of One: Focus on Lead Generation and Achieve Business Success	2	2.23.2009		X											
256	Monday	4:30 PM	202 AB	Presold: The Power of a Prelisting Package	2	2.23.2009		X											
257	Monday	4:30 PM	308 AD	SHIFT: Expand the Options for Sellers and Buyers	3	2.23.2009		X											
258	Monday	4:30 PM	304 EH	Show Fewer Homes and Have Buyers Love It Panel	3	2.23.2009		X											
301	Tuesday	8:00 AM	203 ABC	Change the Trajectory of Your Market Center: Consistently Recruit Cappers	2	2.24.2009									X				
302	Tuesday	8:00 AM	308 CD	Consulting Agents to the Next Level	3	2.24.2009									X				
303	Tuesday	8:00 AM	202 AB	Drive Productivity with a World-Class Training Calendar	2	2.24.2009										X			
304	Tuesday	8:00 AM	208 ABC	Empower Your Market Center to Get in the Business of REOs and Short Sales	2	2.24.2009										X			
305	Tuesday	8:00 AM	304 EH	Insights into Real Estate Settlement Procedures Act (RESPA) Issues	3	2.24.2009										X			
306	Tuesday	8:00 AM	101 AB	Multifamily Property Investment	1	2.24.2009		X											
307	Tuesday	8:00 AM	209 ABC	Overcome Recruiting Objections	2	2.24.2009										X			
308	Tuesday	8:00 AM	300 LH	Presold: The Power of a Prelisting Package	3	2.24.2009	REPEAT	X											

309	Tuesday	8:00 AM	110 AB	Prospecting: Earn Consistent, Predictable Income	1	2.24.2009	REPEAT	X										
310	Tuesday	8:00 AM	304 AD	SHIFT:Price Ahead of the Market	3	2.24.2009		X										
311	Tuesday	8:00 AM	311 AH	Show Fewer Homes and Have Buyers Love It Panel	3	2.24.2009	REPEAT	X										
312	Tuesday	8:00 AM	102 AB	Taking Profit to the Next Level	1	2.24.2009									X			
313	Tuesday	8:00 AM	103 AB	The MCA Leader	1	2.24.2009			X									
314	Tuesday	8:00 AM	109 AB	Turn it Around: Get Your Market Center on the Fast Track to Success	1	2.24.2009									X			
315	Tuesday	8:00 AM	Chapin	What Top Agents Know and Do That You Don't	3	2.24.2009		X										
316	Tuesday	11:45 AM	103 AB	All the Ins and Outs of Breaking into or Maintaining a Luxury Homes Business	1	2.24.2009	REPEAT	X										
317	Tuesday	11:45 AM	102 AB	Build an Overflowing Leadership Talent Pipeline with RSTLM	1	2.24.2009									X			
318	Tuesday	11:45 AM	101 AB	Commercial Leasing Issues and Property Management	1	2.24.2009		X										
319	Tuesday	11:45 AM	304 AD	Creating A Winning Hand - Five Essential Elements to a Productive, Profitable 2009	3	2.24.2009	REPEAT	X										
320	Tuesday	11:45 AM	308 CD	From Innovation to Greenovation: Tips for Success in Green Real Estate	3	2.24.2009		X										
321	Tuesday	11:45 AM	109 AB	How to Take 10+ Listings a Month	1	2.24.2009			X									
322	Tuesday	11:45 AM	Chapin	Master the Language of Sales	3	2.24.2009						X						
323	Tuesday	11:45 AM	203 ABC	New Home Sales: Working with Builders and Developers	2	2.24.2009		X										
324	Tuesday	11:45 AM	110 AB	A Preview of Leadership Unlocked	1	2.24.2009		X										
325	Tuesday	11:45 AM	202 AB	Physical Health to Match Your Business Goals	2	2.24.2009						X						
326	Tuesday	11:45 AM	209 ABC	SHIFT: Mastering Short Sales Panel	2	2.24.2009	REPEAT	X										
327	Tuesday	11:45 AM	304 EH	Stump the Agent: Objection Handling Scripts	3	2.24.2009	REPEAT	X										
328	Tuesday	11:45 AM	208 ABC	The TL-MCA Synergy	2	2.24.2009									X			
329	Tuesday	11:45 AM	311 AH	Winning Listing Consultations	3	2.24.2009		X										

330	Tuesday	1:30 PM	109 AB	The Best Scripts for Buyers	1	2.24.2009	REPEAT	X										
331	Tuesday	1:30 PM	103 AB	Big Goals and Big Models: Consulting Team Leaders to the Next Level	1	2.24.2009				X								
332	Tuesday	1:30 PM	101 AB	CCIM and KW Commercial: Production Through Education / Mini CCIM Lease vs. Buy Course	1	2.24.2009				X								
333	Tuesday	1:30 PM	202 AB	The eAgentC Toolkit	2	2.24.2009		X										
334	Tuesday	1:30 PM	300 LH	Keep Your Rainmaker Focused and Dollar Productive	3	2.24.2009											X	
335	Tuesday	1:30 PM	311 AH	The Power of Fierce Conversions	3	2.24.2009				X								
336	Tuesday	1:30 PM	110 AB	Priced to Sell: Delivering Effective CMAs	1	2.24.2009		X										
337	Tuesday	1:30 PM	203 ABC	SHIFT: Find the Motivated	2	2.24.2009		X										
338	Tuesday	1:30 PM	209 ABC	SHIFT: Mastering Short Sales	2	2.24.2009	REPEAT	X										
339	Tuesday	1:30 PM	102 AB	SHIFT: Remargin Your Business	1	2.24.2009		X										
340	Tuesday	1:30 PM	208 ABC	SHFT: Stand Out from the Competition with Staging	2	2.24.2009		X										
341	Tuesday	4:00 PM	102 AB	Build a Market Center Facility	1	2.24.2009								X				
342	Tuesday	4:00 PM	103 AB	Finding Powerful Team Leaders	1	2.24.2009				X								
343	Tuesday	4:00 PM	110 AB	Grow Your Profit Share Tree: Amplify Your Life	1	2.24.2009				X								
344	Tuesday	4:00 PM	202 AB	Know Your Numbers and Stay on Track	2	2.24.2009								X				
345	Tuesday	4:00 PM	300 LH	KWConnect: Infuse Your Training with High-Impact Multimedia	3	2.24.2009				X								
346	Tuesday	4:00 PM	311 AH	Master the Language of Sales	3	2.24.2009	REPEAT			X								
347	Tuesday	4:00 PM	208 ABC	Master Recruiters: Top Operating Principals and Team Leaders	2	2.24.2009	REPEAT			X		X						
348	Tuesday	4:00 PM	304 EH	Open Houses: Get in the Path of Business	3	2.24.2009		X										
349	Tuesday	4:00 PM	101 AB	Profit From Utilizing Construction Project Management	1	2.24.2009		X										
350	Tuesday	4:00 PM	308 CD	Raising the Bar for KW Cares: Leadership to Motivate and Educate the Market Center	3	2.24.2009						X						

351	Tuesday	4:00 PM	304 AD	SHIFT: Create Buyer Urgency	3	2.24.2009	REPEAT	X											
352	Tuesday	4:00 PM	109 AB	SHIFT: Selling Bank-Owned Properties	1	2.24.2009	REPEAT	X											
353	Tuesday	4:00 PM	209 ABC	What You Need to Know About Errors and Omissions	2	2.24.2009									X				
354	Tuesday	4:00 PM	203 ABC	What's New in the MCA's Market Center Technology	2	2.24.2009			X										
401	Wednesday	7:00 AM	Valencia	The 7 Myths of Happiness And the Truths That Will Set You Free!		2.25.2009							X						
402	Wednesday	7:00 AM	202 AB	Build a High-Production, Achievement-Focused Environment	2	2.25.2009							X						
403	Wednesday	7:00 AM	208 ABC	Build the KW Culture in Your Market Center	2	2.25.2009									X				
404	Wednesday	7:00 AM	203 ABC	A Day in the Life of a Cultural Icon	2	2.25.2009							X						
405	Wednesday	7:00 AM	204 AB	How to Host a Cultural Summit and an Inspirational Breakfast	2	2.25.2009									X				
406	Wednesday	7:00 AM	209 ABC	Understanding KW Cares for MCAs	2	2.25.2009			X										