



A complete in-house solution for real estate companies that incorporates Online eModules and Live Training.

Sales
Performance
Based

Accelerate AGENT



- ◆ 24 Interactive Modules
- ◆ Average 30 Minutes Each
- ◆ Best Practice Based Content
- ◆ Systems & Checklists
- ◆ Buyer & Seller Dialogues
- ◆ Downloadable Forms
- ◆ Immediately Implement
- ◆ Improves Performance
- ◆ Builds Sales Skills

Complete
Training
Solution

- ◆ 24 Interactive Modules
- ◆ Average 30 Minutes Each
- ◆ Advanced Concepts
- ◆ Brokerage Best Practices
- ◆ Systems & Checklists
- ◆ Recruiting Dialogue
- ◆ Develops Manager's Skills
- ◆ Downloadable Forms
- ◆ Worth 2 CRB Credits

Accelerate MANAGER



Live &
Online

Accelerate LIVE



- ◆ Licensed CRB Content
- ◆ CRB will Train Your Trainer(s)
- ◆ Downloadable Student Manuals
- ◆ Facilitator Manuals
- ◆ High Weekly Accountability
- ◆ Track Student Performance
- ◆ Weekly Assignments
- ◆ Team – Peer Reporting System
- ◆ High Energy Program
- ◆ Drives TANGIBLE Results

Affordable



Today's learners demand access to "just-in-time" information and resources that provide short bursts of knowledge – when and where they need it. In response to this demand, CRB has developed an online based multi-module Accelerate Training program for both agents and managers.

Get started today!

Preview sample modules at www.CRB.com



Agent Modules

- 1 Agent Job Description
- 2 Planning for Profit
- 3 Profitable Prospecting
- 4 The Perfect Schedule
- 5 Know Your Numbers
- 6 Effective Lead Generation
- 7 Converting the Inbound Lead
- 8 Calling Your Sphere
- 9 Outbound Sales Call
- 10 Circle Prospecting
- 11 Online Lead Conversion
- 12 Effective Lead Follow-up

+ 12 more! Visit www.CRB.com

\$249 per User for 12-month access
Volume Discounts for User Packages of 25, 50, 100 or more!

Manager Modules

- 1 Company Vision & Values
- 2 Company Objectives & Plan
- 3 Manager's Job Description
- 4 Managing Success
- 5 Your Perfect Schedule
- 6 Creating a Winning Culture
- 7 Company Value Proposition
- 8 Recruiting by the Numbers
- 9 Agent Candidate Sourcing
- 10 Recruiting Tactics
- 11 The Interview Process
- 12 The Recruiting Interview

+ 12 more! Visit www.CRB.com

\$279 per User for 12-month access
Volume Discounts for User Packages of 25, 50, 100 or more!



For years, CRB members and course participants have requested training solutions that they could deliver to the agents within their own brokerages. The Accelerate Training program not only includes the Accelerate Agent Series of eLearning Modules, but also includes a mentoring-based multiple week live training program entitled, Accelerate Live.

Not Every Office Can Afford a Full-Time Trainer!



Week

- 1 Planning for Profits
- 2 Effective Lead Generation
- 3 Lead Conversion Techniques
- 4 Working With Qualified Sellers
- 5 The Listing Process
- 6 Listing Success Strategies
- 7 Working With Qualified Buyers
- 8 Showing to Sell
- 9 The Internet Engaged Consumer
- 10 Systems for Success

Personal Contact is:

JONATHAN D. NICHOLAS, CRB
CHIEF INNOVATION OFFICER

430 NORTH MICHIGAN AVENUE | CHICAGO, ILLINOIS 60611-4092
312.321.4427 PHONE | 312.329.8882 FAX | www.CRB.com | jnicholas@crb.com

Increase agent productivity and increase your profit! If your agents win – you win, and with Accelerate Live the results are outstanding. Call now to find out how easy it is to offer this program in your company.