

April 1

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

May

S	M	T	W	T	F	S
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5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

June

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23/30	24	25	26	27	28	29

COURSE DESCRIPTION

- ES101 Knowing Today's Clientele** - Knowing the new consumer - Demographics, NEO vs. Traditional, Generations X, Y and Z driven attitudes and behaviors, and all sorts of new data
- ES102 Permission Based Engagement** - How to apply the "Permission Based Engagement" rule. How to earn permission and what to do when you can't get it
- ES103 Write Succinctly & Specifically** - How to write emails that fit within the screen of a mobile device
- ES104 Texting Today's Clientele** - How to use and leverage text for appointment setting and follow-up
- ES105 Volleying Videos I** - How to use video to engage, reengage, entice and set more appointments with your clients
- ES106 Volleying Videos II** - More on how to use video to engage, reengage, entice and set more appointments with your clients
- ES107 Converting Inbound Web Calls** - How to convert inbound web-calls and how to effectively follow-up on the phone when you have permission
- ES108 The 35-Day Relationship** - How to design your intelligent strategy for professionally aggressive follow-up for some longer-term buyers

Access Your Training Site

www.yourpersonaluniversity.com

- No pre-registration
- Access class up to 15 minutes before the scheduled time
- Classes are closed 1 minute after the scheduled start time

Learning Toolbox

Additional features located left of your courses



Click the Play button to attend class



Access course workbooks, view the class schedule and send calendar reminders



Dial In: Use Phone Option to hear the instructor. Dial in on your phone. Enter Conference ID 41802#, when prompted. Then enter Your Personal User ID.

Daily Schedule

Monday and Wednesday							Tuesday and Thursday						
#	NDT	AT	ET	CT	MT	PT	#	NDT	AT	ET	CT	MT	PT
101	11:00a	10:30a	9:30a	8:30a	7:30a	6:30a	105	11:00a	10:30a	9:30a	8:30a	7:30a	6:30a
102	12:00p	11:30a	10:30a	9:30a	8:30a	7:30a	106	12:00p	11:30a	10:30a	9:30a	8:30a	7:30a
103	1:00p	12:30p	11:30a	10:30a	9:30a	8:30a	107	1:00p	12:30p	11:30a	10:30a	9:30a	8:30a
104	2:00p	1:30p	12:30p	11:30a	10:30a	9:30a	108	2:00p	1:30p	12:30p	11:30a	10:30a	9:30a
105	4:00p	3:30p	2:30p	1:30p	12:30p	11:30a	101	4:00p	3:30p	2:30p	1:30p	12:30p	11:30a
106	5:00p	4:30p	3:30p	2:30p	1:30p	12:30p	102	5:00p	4:30p	3:30p	2:30p	1:30p	12:30p
107	6:00p	5:30p	4:30p	3:30p	2:30p	1:30p	103	6:00p	5:30p	4:30p	3:30p	2:30p	1:30p
108	7:00p	6:30p	5:30p	4:30p	3:30p	2:30p	104	7:00p	6:30p	5:30p	4:30p	3:30p	2:30p