



## Fast Start 180 Program Syllabus

### The Training 180

- The Plan
- The Tools
- Accountability
- Building a team
- Results
- Costs

### The Plan

- Build a real and living business plan
- Create a workable and balance schedule
- Build a powerful referral network
- Prospecting from the process
- Mastering social media messages
- Build the database of a lifetime

### The Tools

- The entire IMT Coaching site is open to you
- Every book, strategy, script, letter, or support document
- The Power Partnerships website builds strong Realtor connections
- Using tools like Mortgage Coach®, Path2Buy®, and Home Scouting®
- Creating a real presence on social media with video



## Mastering Social Media

- How to construct your social media footprint
- Learn about using Facebook® posts and pages
- Connect through LinkedIn®
- Build your own YouTube channel
- The sheer velocity of video
- FAQs that work for you 24/7/365

## Accountability

- Weekly 30 minute personal phone accountability sessions
- Built-in tracking and adjustments
- 24 hour or less email response to questions or help
- Measured progress and growth
- Monthly manager feedback calls on groups of 4 or more

## Results

- At the end of 180 days you will have a real working and scheduled business.
- A fully scheduled and documented prospecting plan
- Trackable business flow
- A measurable action/result system
- Established social media presence on Facebook®, YouTube®, LinkedIn® and others if you choose.
- 10-15 fully engaged Realtor® referral partners
- A minimum of 5 committed “Other Professionals” (CPA – CFP – Attorneys – Insurance professional – Outside lender)
- 12 local product and service providers who bring you value and referrals through video couponing.
- 1500 or more new members of your database
- All built to provide a minimum of 5 new credit pull opportunities each week.
- Mastering these fundamentals will make it simple to grow your team once you exceed 10 – 15 closed units per month.



## Costs

- Loan originators are \$3,750 for the entire 180 day program
- Groups of 4 or more qualify for a special one day, at your location, fast start training and manager monthly update calls; FREE!
- Ongoing access to the material after the program or for other employees is just \$40 a month!

Space is extremely limited! There is only one coach Mike, and he works with EVERY client personally! So reach out and set up a free 15 minute consultation to see if this program is right for you!