

JANUARY

- 02** **The Real Estate Business Plan**
Reservation deadline: Dec. 22
Materials Deadline: Dec. 26
-
- 16** **The Mortgage Issue**
Reservation deadline: Jan. 5
Materials Deadline: Jan. 9
-
- 30** **Team Business Models**
Reservation deadline: Jan. 19
Materials Deadline: Jan. 23

FEBRUARY

- 13** **Real Data**
Reservation deadline: Feb. 2
Materials Deadline: Feb. 6
-
- 27** **Top Producers**
Reservation deadline: Feb. 16
Materials Deadline: Feb. 20

MARCH

- 13** **The Coaching Issue**
Reservation deadline: Mar. 2
Materials Deadline: Mar. 6
-
- 27** **Agents Survey**
Reservation deadline: Mar. 16
Materials Deadline: Mar. 20

APRIL

- 10** **Spring New Construction**
Reservation deadline: Mar. 30
Materials Deadline: Apr. 3
-
- 24** **The Managing Brokers Issue**
Reservation deadline: Apr. 13
Materials Deadline: Apr. 17

MAY

- 08** **Luxury Homes**
Reservation deadline: Apr. 27
Materials Deadline: May 1
-
- 22** **Gender Issues in Real Estate**
Reservation deadline: May 11
Materials Deadline: May 15

JUNE

- 05** **Tech 1**
Reservation deadline: May 25
Materials Deadline: May 29
-
- 19** **Specializing and Niche Marketing**
Reservation deadline: June 8
Materials Deadline: June 12

JULY

- 03** **Are You Ready For a Real Estate Franchise?**
Reservation deadline: June 22
Materials Deadline: June 26
-
- 17** **Who's Who**
Reservation deadline: July 7
Materials Deadline: July 10
-
- 31** **The Neighborhoods Issue**
Reservation deadline: July 20
Materials Deadline: July 24

AUGUST

- 14** **Lead Generation**
Reservation deadline: Aug. 3
Materials Deadline: Aug. 7
-
- 28** **Fall New Construction**
Reservation deadline: Aug. 17
Materials Deadline: Aug. 21

SEPTEMBER

- 11** **Lending Update**
Reservation deadline: Aug. 31
Materials Deadline: Sept. 4
-
- 25** **Tech 2**
Reservation deadline: Sept. 14
Materials Deadline: Sept. 18

OCTOBER

- 09** **Demonstrating Your Value**
Reservation deadline: Sept. 28
Materials Deadline: Oct. 2
-
- 23** **Agents' Choice Awards**
Reservation deadline: Oct. 12
Materials Deadline: Oct. 16

NOVEMBER

- 06** **The Politics of Real Estate**
Reservation deadline: Oct. 26
Materials Deadline: Oct. 30
-
- 20** **Recruiting**
Reservation deadline: Nov. 9
Materials Deadline: Nov. 13

DECEMBER

- 04** **Agent Relationships**
Reservation deadline: Nov. 22
Materials Deadline: Nov. 27
-
- 18** **2018 Predictions**
Reservation deadline: Dec. 7
Materials Deadline: Dec. 11