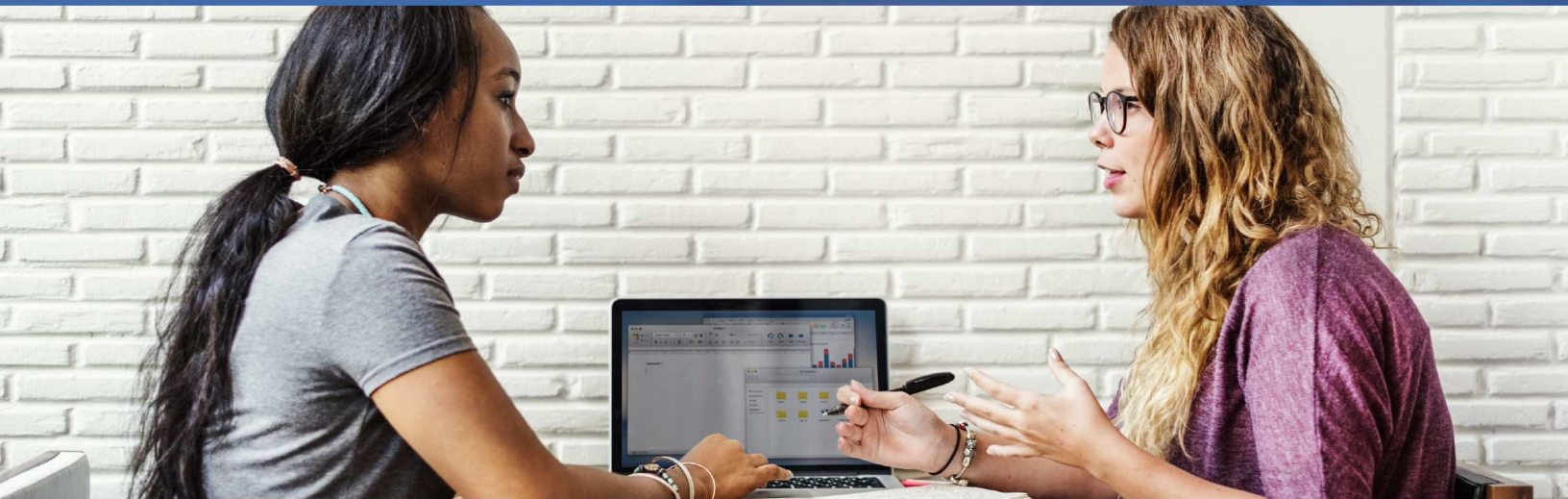




# eXpand Mentoring Program

eXp Realty's Learning Platform for Newly Licensed Agents



The eXpand Mentoring Program provides newly licensed agents at eXp Realty a learning platform where they will gain the fundamental knowledge needed to start and build a successful real estate career.

Newly licensed agents will be partnered with an eXp Realty agent from the same MLS who is a certified eXp Realty mentor to guide them through the eXpand coursework.

## eXpand Mentoring Program Overview

- Ten online learning modules focused on building a successful real estate career
- State-specific learning modules
- Guidance from a certified eXp Realty agent mentor within your MLS
- Opportunity to shadow a mentor to a listing appointment, buyer presentation, home inspection, closing appointment and other important parts of the home-buying process

The eXpand Mentoring Program will broaden a newly licensed agent's knowledge base, guide them through setting up their real estate business and prepare them to identify, capture and close transactions.

## eXpand Modules

Class 100: Introduction & Mentor Checklist

Class 101: Business Planning / Goal Setting / Budgeting

Class 102: Time Management - Twice the Work, Half the Time!

Class 103: Database - Build it, Grow it, Work it!

Class 104: Prospecting / Lead Generation

Class 105: Scripts, Dialogues & Objections

Class 106: Negotiating Everything!

Class 107: Working with Buyers

Class 108: Working with Sellers

Class 109: Contract, Forms, Title, Escrow & Lending Basics

*\*Courses subject to change*

For more information, ask an eXp Realty agent or email us at [expand@exprealty.com](mailto:expand@exprealty.com)



## eXpand

Another reason to join 



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