

NINJA 気 INSTALLATION

FOCUS. SKILLS. ACTION. RESULTS.

Recommended Prerequisites:

With the help of their Manager and Company, Participants should:

1. Know how to do MLS Searches
2. Know how to writing listing and sales contracts
3. Have a list of names, addresses and phone numbers for their database

Participants need to show up for the Installation with:

1. Cell phone
2. Data base
3. Prerequisites listed above

Outcomes- End of 3 ½ days:

1. 1 year flow plan installed and on “auto-flow”
2. Hot list
3. Warm List
4. Life list
5. Rehearsed:
 - a. Ninja Nine- Customer Service Calls
 - b. Floor Calls
 - c. Open house dialogue
 - d. 2-minute qualifier
 - e. 10- step Buyer Process
 - f. 16- step Seller Process
6. Live Presentations:
 - a. Real Estate Review
 - b. 20 phone calls
 - c. 6 personal notes written
7. 21 Point Business Plan Installed
8. Pre-Listing Packet- customized and personalized (Recommended)
9. Buyer Packet- customized and personalized (Recommended)
10. Focus 1st Pricing Tools (Recommended)
11. Personal brochure complete (Recommended)
12. Personal website complete (Recommended)
13. Computerized data base up and running (Recommended)

Homework after the Installation:

1. Read “Go-Giver” and “Go- Giver Sells More”
2. Listen to Ninja Installation CDs to maintain accountability on the Ninja Path

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Day 1- Evening (6:00- 10:00 p.m.)

Lesson #1- Games of Life

1. F-Test
2. Win As Much As You Can!
3. Resources
4. Tic-Tac-Toe
5. Game Without End

Lesson #2- Your Brain & Belief System

6. How Your Mind Works- Your Programmable Software
7. Power of Focus
8. Financial Goals, Affirmations & Goal Contract

Homework: Write your Life List

Day 2 (8:00 a.m. – 6:00 p.m.)

8:00 a.m. – 9:00 a.m.

- Daily Gratitude's
- Read Mastery
- Affirmations
- Write 2-Personal Notes

Lesson #3- Ninja Mindset & Mission

9:00 a.m. - 10:30 a.m.

- What is Ninja Selling?
- Stop Selling! Start Attracting!
- The 5 Ninja Laws, 5 Rules of Ninja Selling, 5 Economic Laws
- Creating Value Exercise
- What buyers and sellers want
- Ninja Mindset Principles

Lesson #4- FLOW

10:30 a.m. - 12:00 p.m.

- The Power of FLOW
- The Ninja Nine
- Rehearse- 5 Step Calling Process

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Day 2 (Continued)

Lesson #5- Ninja Business Plan & Routine

1:00 p.m. - 3 p.m.

- Create your Hot List
- Create your Warm List
- Just One Thing

3:00 p.m. – 6:00 p.m.

- Flow examples
- Create one-year flow plan and 8x8
- Create Flow Calendar
- P.I.E. Time
- Schedule Ninja Nine Flow times

Day 3 (8:00 a.m. - 8:00 p.m.)

8:00 a.m. – 9:00 a.m.

- Daily Gratitude's
- Read Mastery
- Affirmations
- Write 2-Personal Notes
- Make 10 calls using 5-Step Calling Process
- Make lunch appointment for Real Estate Review

Lesson #6- Customer Centric (It's not about you, it's about them.)

9:00 a.m. - 10:30 a.m.

- Reading personalities
- The 4-Step Ninja Selling Process
- Reading body language
- NLP- Powerful Presentations

Lesson #7- The Seller Process

10:30 a.m. – 12:00 p.m.

- The single most important factor in getting a home sold
- Rehearse Pre-consultation Interview and "Sweet 16" Listing Questions

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Day 3 (Continued)

12:00 p.m. - 1:00 p.m.

- Lunch and Learn “Pricing Tools”

1:00 p.m. – 3:00 p.m.

- The Property “MRI”
- Absorption Rate Analysis
- Value Positioning Strategy- “Buyers Eyes” Pricing

3:00 p.m. - 5:00 p.m.

- Listing consultation rehearsals
- Selling your most difficult Listing

6:00 p.m. – 8:00 p.m.

- David Knox Pricing Video
- Pricing “Rules of Thumb”

Day 4 (8:00 a.m. – 5:00 p.m.)

8:00 a.m. – 9:15 a.m.

- Daily Gratitude’s
- Read Mastery
- Affirmations
- Write 2-Personal Notes
- Make 10 calls using 5-Step Calling Process

Lesson #8- The Buyer Process

9:15 a.m. – 11:00 a.m.

- 10- Step Buyer Process

11:00 a.m. - 11:45 a.m.

- Rehearse 10- Step Buyer Process

11:45 a.m. – 1:15 p.m.

- Real Estate Review or Customer Lunch

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Day 4 (Continued)

1:15 p.m. – 3:00 p.m.

- Rehearse 10- Step Buyer Process
- Rehearse buyer solutions
- Rehearse floor calls
- Rehearse open house questions
- Rehears 2-minute qualifier

Lesson #9- Negotiation Skills

3:00 p.m. – 4:00 p.m.

- Negotiation Skills

Lesson #10- The Ninja Path

4:00 p.m. – 5:00 p.m.

- Form your “scripts group”
- The 10 Commitments
- Final Exam

5:00 p.m.

- Commencement!