Some videos appear in more than one curriculum

**Personal Development, Business Planning**

QT11 Mispronounced Misused
KFT80 Agent Safety
RL23-2 Koehler Bortnik Interview: Personal growth and challenges
KFT78 Top Producer Advice to New Agents
KFT58-1 How Top Producers Kick Off Their Year, Part 1, Opportunity in the Market
KFT58-2 How Top Producers Kick Off Their Year, Part 2, Most Important Skill
KFT59-1 How Top Producers Set Goals
KFT59-2 How Top Producers Hold Themselves Accountable
KFT59-3 How Top Producers Had Their Moment of Success

KFT60-1 Creating Your Business Plan
KFT60-2 Tutorial: Agent Business Plan for New Agents
KFT60-3 Tutorial: Agent Business Plan for Rising Stars
KFT60-4 Tutorial: Agent Business Plan for Top Agents
KFT60-5 Tutorial: Agent Income Worksheet for All Agents

KFT55-2 Right From the Start, Part 2 Revenue Goals
RL08-5 Managing the Business, Systems, Staff, Goals
KFT14 Mastery of the Game of Selling
KFT34 Discover Your Personal Values
KFT07 Values Based Goal Setting
KFT21-1 How to Enhance Your Five Equities (part 1)
KFT21-2 How to Enhance Your Five Equities (part 2)
KFT39 PDA Perseverance, Discipline, Action
KFT10 New Year Action Plan
KFT29 Results vs. Reasons
KFT46 Three Positive Outcomes of Activity
KFT47 Managing Rejection
KFT54-1 Response Ability
KFT54-2 Response Ability, Extras

**QT13: Personal Proactive Differences with Bob Wolf**

KFT82 Put on a Smile with Darryl Davis
KFT83 Five Philosophies of Life, Richard Flint
RL16-2 Top 10 Strategies for Getting Unstuck (Part 1), by Verl Workman
RL16-3 Top 10 Strategies for Getting Unstuck (Part 2), by Verl Workman
RL14-1 Health and Energy Management ,A a Wise Investment in Your Business
RL14-2 Health & Energy Management, The Game Plan
RL18-3 Surviving Your Serengeti, with Stefan Swanepoel
KFT72 New Agent Mentorship Lessons
RL22-1 New Agents, Old School Part 1
RL22-2 New Agents, Old School Part 2

RL24-1 Real Estate Legends: Learn from others, by Dave Beson
RL24-2 Real Estate Legends: Become a legend, by Dave Beson
RL24-3 Real Estate Legends: Double Your Productivity, by Dave Beson
RL24-4 Real Estate Legends: Favorite Teachings, by Dave Beson
KFT18 Fall Back Into the Game

Building a Team
RL05-1 Time to Get Help, The First Hire
RL05-2 Building a Team, Managing and Leading
KFT75-1 Multi-Million Dollar Team: From Agent to Team, Kathy Koehler
RL05-3 Systems, Administration
KFT75-2 Multi-Million Dollar Team: Starting a Team, Kathy Koehler & Heather Bortnick
RL05-4 Building a Team, Managing and Leading
KFT75-3 Multi-Million Dollar Team: Meet the Team, Kathy Koehler
RL05-S1 Howard Brinton interview Take Business to Next Level
RL05-S2 Take Your Business to the Next Level, Howard Brinton
RL05-S3 First-Hire by with Bob Corcoran
RL05-S4 Extended DISC®
RL23-1 Koehler Bortnik Interview: Building the Team

Prospecting
KFT86 Methods vs. Mindset
QT01 Communication Tool Time
QT03 Mindset Affirmations, Bob Wolff
QT04 Changed Mindset Changed Business, Brandon Small
QT05 Prospecting: Pick Two, Stick To, Landon Miller
QT09 Video Follow Up Messages

KFT60-1 Creating Your Business Plan
KFT60-2 Tutorial: Agent Business Plan for New Agents
KFT60-3 Tutorial: Agent Business Plan for Rising Stars
KFT60-4 Tutorial: Agent Business Plan for Top Agents
KFT60-5 Tutorial: Agent Income Worksheet for All Agents

MS01-1 Introduction to Prospecting
KFT85 Anything Works, Nothing Doesn't by Dave Beson
RL01-S1 New Agents: Getting Started with Prospecting
RL01-1 Be There, Sources, Follow Up, Systematic
KFT81 Fundamental Focus

MS01-2 Questioning Skills
KFT02 Questions That Turn Prospects into Clients
MS01-3 Who is Ready, Willing & Able
KFT35 You Make the Call
KFT36 Cold Calls, Bold Calls
KFT17 Answer the %#^@ Phone!
MS02-1 Convert Sign and Ad Calls

REFERRALS, SPHERE OF INFLUENCE
MS02-2 Establish a Referral System
KFT74-2 Multi Million Dollar Dialogs, Koehler/Bortnick, Part 2, Sphere of Influence
KFT63 Become a Valuable Resource (Using a questionnaire)
RL01-2 Contact Management, Referrals
RL07-S2 Living Large on Referrals
RL08-1 Growing the Business, Referrals
RL01-3 Real Touch Promotions
RL01-S3 Trees for Toys - Marty Siegel
OPEN HOUSES
MS03-1 Open House: Create Traffic, Preparation
MS03-2 Open House: Rapport, Debrief, Appointment
QT10 Be a Sales PERSON First
KFT48-1 Open Houses Launch New Agent's Career (Part 1)
KFT48-2 Open Houses Launch New Agent's Career (Part 2)
KFT48-3 Inside an Open House with Mike McAnally

FSBO
MS04-1 FSBO: Things Not to Do, Making Contact
MS04-2 FSBO: Follow up, Qualifying, Listing
KFT68-1 For Sale By Owner, Contact and Qualify: Contacting
KFT68-2 For Sale By Owner, Contact and Qualify: Seller Counseling
KFT69-1 Take the BO out of FSBO, Part 1 Question Their Marketing
KFT69-2 Take the BO out of FSBO, Part 2 Marketing Comparison
KFT74-1 Multi Million Dollar Dialogs, Koehler/Bortnick, Part 1, Expired, FSBO

EXPIRED
MS05-1 Expired: Understand and Contact Expireds
MS05-2 Expired: Questions at First Meeting

LEADS
KFT22 Managing Leads
KFT22s Call Logs and Automated Systems
KFT62-1 Listing Lead Management, Part 1, Agent Interview, CJ Gade
KFT62-2 Listing Lead Management, Part 2, Agent Interview, CJ Gade

KFT30-1 Generational Marketing Part 1
KFT30-2 Generational Marketing Part 2
KFT25 Life After the Tax Credit

KFT66-1 Canvassing for Listings, Part 1, Preparation
KFT66-2 Canvassing for Listings, Part 2, Meeting the Homeowners
KFT70-1 New Agent Converts Internet Buyer (to $2 Million Sale), Landon Miller, Part 1
KFT70-2 New Agent Converts Internet Buyer (to $2 Million Sale), Landon Miller, Part 2

Listings
RL23-3 Koehler Bortnik Interview: Pre-listing process
RL23-4 Koehler Bortnik Interview: Listing presentation
RL23-5 Koehler Bortnik Interview: Keeping the listing; communication, adjustments, referrals
KFT50-1 How to Get Listings Now, Part 1
KFT50-2 How to Get Listings Now, Part 2
KFT55-1 Right from the Start, Part 1 Listing
KFT08 The Upside-Down Seller
QT07 Five Pre-Listing Tips
MS06-1 Preparation for the Listing
KFT91 Listing: One Call or Two?
KFT71-1 Listing Interview First Call, Brandon Small, Part 1
KFT71-2 Listing Interview First Call, Brandon Small, Part 2
RL25-1 Listing Presentation: Opening and Seller Questions, Koehler/Bortnick
LS01-4 Separate Listing from Pricing, Pricing Listings in a Buyer's Market
RL20-1 Luxury Real Estate, Pre-Listing Process, Jack Cotton
RL04-S1 Powerful Pre-Listing Package Ideas
MS07-1 How to Open a Listing Presentation
RL25-2 Listing Presentation: Seller Questioning, Koehler/Bortnick
RL03-S2 The Art of Active Involvement - Connie Podesta
KFT24 Seven Steps to Building Rapport
MS06-2 Establish Trust & Determine Motivation
KFT84 Listen to the Needs of Your Sellers
RL03-1 Seller Counseling: Needs, Interview Skills, Motivation
RL03-2 Seller Counseling: Motivations, Expectations, Readiness to List
KFT13 Seller Motivation: Sell or Stay
MS07-2 Acceptance & Marketing Plan
RL04-1 Need-Feature-Benefit, REALmarketing
RL04-2 REALmarketing Steps 1-4
RL04-3 REALmarketing Steps 5-8
RL25-3 Listing Presentation: Marketing Management, Koehler/Bortnick
RL25-4 Listing Presentation: Exposure to Agents & Public, Koehler/Bortnick
KFT87 Target Marketing
RL25-5 Listing Presentation: Secure Prospects, Koehler/Bortnick
RL25-6 Listing Presentation: Demonstrate, Secure Agreement, Koehler/Bortnick
RL25-7 Listing Presentation: Close, Commission, Koehler/Bortnick
RL25-8 Listing Presentation: Documents, Preparation, Koehler/Bortnick
KFT26 Creating Unique Selling Propositions
KFT49 Demonstrate Digital Marketing
KFT53 Quantify Difference and Keep Your Commission
KFT74-3 Multi Million Dollar Dialogs, Koehler/Bortnick, Part 3, Pricing, Commission

LS03-1 Value Added Selling/Avoid the Commissionectomy: Compete on Value not Price
LS03-2 Value Added Selling/Avoid the Commissionectomy: Strength
LS03-3 Value Added Selling, Avoid the Commissionectomy: Value
LS03-4 Value Added Selling, Avoid the Commissionectomy: Difference
LS03-5 Value Added Selling, Avoid the Commissionectomy: Dialog and Net

MS07-3 Close for the Listing
KFT76 Close for the Listing
RL08-3 Securing Listings, Pricing & Commission Objections

RL09-S1 Russell Williams Listing Part 1 of 4
RL09-S2 Russell Williams Listing Part 2 of 4
RL09-S3 Russell Williams Listing Part 3 of 4
RL09-S4 Russell Williams Listing Part 4 of 4

RL20-1 Luxury Real Estate, Pre-Listing Process, Jack Cotton
RL20-2 Luxury Real Estate, Points of Difference Through Authorship, Jack Cotton
RL20-3.1 Luxury Real Estate, Actual Listing Presentation, P1, The market, Cotton
RL20-3.2 Luxury Real Estate, Actual Listing Presentation, P2, Pricing process, Cotton
RL20-3.3 Luxury Real Estate, Actual Listing Presentation, P3, Seller questions, Cotton

KFT15 Overview of the Short Sale
RL16-7 REALtalk Demonstrating Sales Methods via Role Play
KFT32 Keeping Sellers Happy in an Unhappy Market
KFT57-1 How to Get the Most Out of Your Digital Camera, Part 1
KFT57-2 How to Get the Most Out of Your Digital Camera, Part 2

Servicing the Listing
KFT31 Pre-Listing Inspections
KFT38 Extreme Property Preparation
KFT51-1 Call your Sellers, Part 1 (Benefits, Expectations, Avoidance)
KFT51-2 Call your Sellers, Part 2 (What sellers want, Frequency, Methods)
KFT56-1 Professional Property Photography, Part 1
KFT56-2 Professional Property Photography, Part 2
KFT79 Market Repositioning
KFT90 From Contract to Closing

**Luxury Real Estate**

KFT88 KFT88 Understanding the High-End Client with Lori Lane
RL19-1 Luxury Real Estate: Connecting with Your Market
RL19-2 Luxury Real Estate: Breaking into the Luxury Market
RL19-3 Luxury Real Estate: Setting Yourself Apart
RL19-4 Luxury Real Estate, Getting Started by Barry Berg
RL19-5 Luxury Real Estate, How they Got Started by Raines & Cadieux
RL19-6 Luxury Real Estate, Prospecting the High End
RL19-7 Luxury Real Estate, Events & Dialog
RL19-8 Luxury Real Estate, The Luxury Home Tour, Sandy Raines and Ron Cadieux
RL20-1 Luxury Real Estate, Pre-Listing Process, Jack Cotton
RL20-2 Luxury Real Estate, Points of Difference Through Authorship, Jack Cotton
RL20-3.1 Luxury Real Estate, Actual Listing Presentation, P1, The market, Cotton
RL20-3.2 Luxury Real Estate, Actual Listing Presentation, P2, Pricing process, Cotton
RL20-3.3 Luxury Real Estate, Actual Listing Presentation, P3, Seller questions, Cotton
KFT53 Quantify Difference and Keep Your Commission
RL21-1 Pricing Luxury Real Estate, Jack Cotton, Part 1
RL21-1 Pricing Luxury Real Estate, Jack Cotton, Part 2
RL08-2 Generating Leads, Prospecting, Marketing
KFT76 Close for the Listing
KFT56-1 Professional Property Photography, Part 1
KFT56-2 Professional Property Photography, Part 2

**Pricing**

RL02-1 CMA, Rules, Importance of Pricing
RL02-2 Criteria for Value, Objective Standard
RL02-3 Adjusting Differences, CMA Summary
MS09-1 Separate Listing from Pricing, Present the CMA
KFT06 Separate Pricing from Listing
MS09-2 Respond to Pricing Objections
KFT03 How to Cure P.D.S. Pricing Denial Syndrome
RL15-1 The Pricing Showdown, Seller Situation
RL15-2 The Pricing Showdown, Motivation and Opinion of Value
RL15-3 The Pricing Showdown, Present CMA and Seller Decision
LS01-3 The Pricing Intervention, Pricing Listings in a Buyer's Market
RL07-1 Dynamics of a Changing Market, Seller Motivation
RL07-2 Pricing: Seller Education
RL07-3 Absorption Rate, Price Reductions, Upside Down Sellers
RL07s David Counsels a Seller
RL08-3 Securing Listings, Pricing & Commission Objections
LS01-1 Market Challenges, Pricing Listings in a Buyer's Market
LS01-2 Pricing Denial Syndrome, Pricing Listings in a Buyer's Market
LS01-4 Separate Listing from Pricing, Pricing Listings in a Buyer's Market
LS01-5 Seller Motivation, Sell or Stay? Pricing Listings in a Buyer's Market
LS01-6 Why Sellers Should Sell, Pricing Listings in a Buyer's Market
LS01-7 Present Market Data, Pricing Listings in a Buyer's Market
LS01-8 Demonstrate Dramatically, Pricing Listings in a Changing Market
LS01-9 Price Reduction & Objections, Pricing Listings in a Buyer’s Market
RL09-S3 Russell Williams Listing Part 3 of 4
RL21-1 Pricing Luxury Real Estate, Jack Cotton, Part 1
RL21-1 Pricing Luxury Real Estate, Jack Cotton, Part 2
KFT73 Seller Motivation: Away or Towards

**Buyers**
MS10-1 Buyers: The First Meeting, Needs & Motivation
MS10-2 Financial Qualifying & Prepare Buyers to Buy
RL06-S1 Financial Qualifying Interview
RL06-S2 Financial Qualifying with Debbie Morris
RL06-1 Buyer Counseling, Agency, Expectations, Urgency
RL06-2 Needs & Motivation, Financial
RL06-3 Agency and Loyalty, Prepare them to Buy, Showing
KFT01 Get Your Buyers to Buy Now
KFT23 Prepare Buyers to Buy
KFT37-1 Managing the Non Urgent Buyer, Barry Berg, Part 1
KFT37-2 Managing the Non Urgent Buyer, Barry Berg, Part 2
MS11-1 Buyers: Showing Sequence and Guidelines
RL08-4 Working with Buyers, Showing
KFT42-1 Ten Tips for Better Showing, Part 1
KFT42-2 Ten Tips for Better Showing, Part 2
MS11-2 Buyers: Closing, Purchase Agreement
KFT12 Securing Higher Offers
RL10-S2 Discovering Buyer Objections, Connie Podesta
KFT43-1 The Buyer Side of Short Sales, Part 1
KFT43-2 The Buyer Side of Short Sales, Part 2
KFT43-3 The Buyer Side of Short Sales, Part 3
KFT16 The Low Appraisal & the HVCC
KFT64-1 Work with Builders to Sell New Construction
KFT65-1 Work With Builders to Sell New Construction: Prepare buyers Negotiation
KFT65-2 Work With Builders to Sell New Construction: Transaction Process
KFT67-1 Top Producer Negotiates Multiple Offer: Philosophy, Calls to Buyers
KFT67-2 Top Producer Negotiates Multiple Offer: Interview, Final Outcome

**Closing, Objections**
MS11-2 Buyers: Closing, Purchase Agreement
RL09-1 Closing, Assertive vs. Aggressive, Closing Mistakes
RL09-2 Closing: Needs, Implied Consent
RL09-3 Trial Closing, How to Close, Types of Closes
KFT40-1 Ask for the Order, Part 1
KFT40-2 Ask for the Order, Part 2
MS08-2 Questioning Objections
MS08-1 Categories of Resistance
KFT05 Managing Expectations
RL10-1 Objections: Anticipate, The PAID Method, Pause
RL10-2 Objections: Acknowledge, Isolate, Discover
RL10-3 Objections: Attitudes of Resistance, Answering Objections
RL10-S2 Discovering Buyer Objections, Connie Podesta
RL10-S3 REALcoach: Overcoming Objections, James Robinson, Part 1
RL10-S4 REALcoach: Overcoming Objections, James Robinson, Part 2
RL16-7 REALtalk Demonstrating Sales Methods via Role Play
KFT04 No Difference? No Deference.
QT12 We Have a Friend in the Business
MS08-3 Commission Objections
Negotiation
KFT41 Are you a Messenger or a Negotiator?
KFT05 Managing Expectations
KFT89-1 Persuasion Through Contrast, Part 1
KFT89-2 Persuasion Through Contrast, Part 2
MS12-1 Negotiation Strategies, Presenting the Agreement
MS12-2 Coop offers, Counter Offers, Customers for life
KFT11 Negotiating Low Offers
KFT12 Securing Higher Offers
KFT67-1 Top Producer Negotiates Multiple Offer: Philosophy, Calls to Buyers
KFT67-2 Top Producer Negotiates Multiple Offer: Interview, Final Outcome
KFT77-1 Five Ways to Get Your Multiple Offer Accepted, Part 1
KFT77-2 Five Ways to Get Your Multiple Offer Accepted, Part 2
QT08 “No” Power
LS02-1 Are You a Messenger or a Negotiator?: Characteristics of Messenger vs. Negotiator
LS02-2 Are You a Messenger or a Negotiator?: Managing Expectations
LS02-4 Are You a Messenger or a Negotiator? Giving Feedback vs. Advice
LS02-5 Are You a Messenger or a Negotiator? Writing a Competitive Offer

Financing, Legal
QT06 New CFPB Lending Requirements, United States, August 2015
MS10-2 Financial Qualifying & Prepare Buyers to Buy
RL06-S1 Financial Qualifying Interview
RL06-S2 Financial Qualifying with Debbie Morris
RL12-S1 Two/One Buydown by Pat Zaby
RL12-S2 ARM Financing by Pat Zaby
RL12-S3 Financial Benefits of Owning by Pat Zaby
RL04-S4 Legal Aspects of Inspections by Frascona
RL04-S2 RESPA with Oliver Frascona
RL11-S4 Roggow Article 12
RL10-S1 Loan Fraud by Oliver Frascona
RL12-S4 Overcome Buyer Objections with Financing Information by Pat Zaby
RL17-1 Using the FHA 203k Loan, Part 1, by Jocelyn Predovich
RL17-2 Using the FHA 203k Loan, Part 2, by Jocelyn Predovich
RL17-3 Ninja Marketing Strategies for FHA 203k, by Jocelyn Predovich
RL17-4 REALtalk Questions on the FHA 203k Loan
KFT43-1 The Buyer Side of Short Sales, Part 1
KFT43-2 The Buyer Side of Short Sales, Part 2
KFT43-3 The Buyer Side of Short Sales, Part 3
KFT44-1 Six Steps to Successful Short Sales, Part 1
KFT44-2 Six Steps to Successful Short Sales, Part 2
KFT45-1 The Short Sale Seller Interview, Part 1
KFT45-2 The Short Sale Seller Interview, Part 2

Technology
QT02 Email Signatures
RL16-4 Get Your Head in the Cloud, by Verl Workman (Part 1)
RL16-5 Get Your Head in the Cloud, by Verl Workman (Part 2)
KFT52 iPractice You Practice
KFT52-S Video Tips for iPractice Sessions
RL11-1 Social Media & Networking, How to Use
RL11-2 Social Media, Facebook & Fan Pages
RL11-3 Social Media, LinkedIn, Twitter, Youtube
RL11-4 Official Facebook Pages: What's the Difference?
RL11-5 Official Facebook Pages: Customizing
RL11-6 Official Facebook Pages: Managing
RL11-S1 Facebook Fan Pages by Brad Hanks
RL11-S2 Measuring Your Web Footprint by Brad Hanks
RL11-4 Official Facebook Pages: What's the Difference? Creating an Official Facebook Page
RL11-7 Official Facebook Pages: Scheduling Posts
RL11-8 Official Facebook Pages: Privacy Audience Settings
RL11-9 Official Facebook Pages: Privacy General Settings
RL11-10 Privacy Profile Information
RL16-6 REALtalk Discussing Today's Real Estate Market
RL11-S3 REALtalk on Social Media, Brad Hanks
RL11-S4 Roggow Article 12
KFT28 Facebook Group Page for Expired Listings