

Peirlo Marks November 2024 Training & Events Calendar

Our Mission

Building Careers Worth Having **Businesses Worth Owning** Lives Worth Living Experiences Worth Giving And Legacies Worth Leaving

Our Vision

We are a company of significance. we empower people through their strengths. we live our values with depth of character, and we give back to our community.

Our Values

God, Family, then **Business**

Operating Principal & **Designated Broker**

Jillian Anderson

(DRE #01395216) OperatingPartner

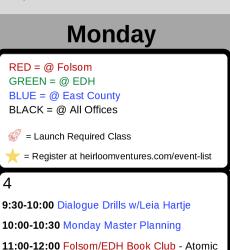
@heirloomventures.com

East County Team Leader Nicole Hunt

(DRE #02035367) **ECTeamLeader** @heirloomventures.com

Folsom/El Dorado Hills Team Leader

(DRE #02109423) rickcogil@kw.com



Proven Process =

Tuesday

Implementation of MREA Systems & Models

Business Coaching

Agent Engagement

10:30-11:00 Tuesday Tech Time w/Denise

11:00-12:00 East County Launch Coaching

11:00-12:00 EDH Team Meeting - Beazer

1:00-3:30 Business Planning Clinic 🦪

Homes Presentation w/Parker McKee



Wednesday

0-2pm Future Proof Your Real Estate Career w/ Tony

L0:00am - The Changing Demographic Landscape with First erican Title - ZOOM in the Training Room L0:00-11:00 Take Command: Office Hour w/Meri Brimhall L1:00-12:00 Folsom Team Meeting - Beazer Homes

sentation w/Parker McKee 1:00-12:00 Design & Deliver- with Brittany Long 2:00 Take Command of Your Business Training w/ Zach

4:00pm - KSCORE Mastermind - ZOOM 6:00pm - Dual Career Coaching - ZOOM



Thursday

L2:30-1:30 Business Planning Clinic Part 2-Creating your 1-3-5 & 411 **11:00-12:15 75 Thrive:** Language of

12:30 FastTrack - Four Critical Questions to Find the Motivated Now

Foothill Wine Fest

Friday

Agreement w/ Joel Rico **Sat. Nov 9 2-6pm** Palladio Parking Garage

* * * * VETERANS DAY HONORING ALL WHO SERVED

Offices Closed

10:30-11:00 Tuesday Tech Time w/Denise L1:00-12:00 East County Launch Coaching Newsletters 101 w/Deniśe P. - Open to All

1:00-2:00 EDH/ Folsom Launch Coaching

13

8:30-10:00 TomFerry | Virtual Masterclass w/Chris Giannos - Folsom & East County

10:00-11:00 Take Command: Office Hour พ/Meri Brimhall

12:00-1:30 EDH/Folsom 2024 ALC Gratitude Lunch - Back Bistro

14

10:00am - Working Veteran's and VA Loans with Shelly U

11:00-12:15 75 Thrive: 25 Leads in 25 Days w/ Matt Leiva

11:30-1:00 East County 2024 ALC Gratitude

Advanced Coaching Skills Camp -Austin, TX

15

22

8

9:00-1:00 2025 HV Planning Meeting for East County- Leadership Offsite (Offices Closed in Brentwood)

Advanced Coaching Skills Camp -Austin, TX

18

25

9:30-10:00 Dialogue Drills w/Leia Hartje

10:00-10:30 Monday Master Planning

KELLERWILLIAMS

DRE #01406150

11:00-12:00 Folsom/EDH Book Club - Atomic

26

w/ Jillian

12

10:30-11:00 Tuesday Tech Time w/Denise

11:00-12:00 East County Launch Coaching

1:00-2:00 EDH/ Folsom Launch Coaching 11:00-2:00 FastTrack - Profit Camp, \$99

10:00-11:00 Take Command: Office Hour w/Meri

11:00-11:30 Folsom/EDH Team Meeting

11:30-1:00 Folsom/ EDH Family Dinner Thanksgiving Potluck

11:00-12:00 Christmas Pop-bys - with Brittany Long 6:00pm - Dual Career Coaching - ZOOM

Offices Closed at 12pm

10:00-11:30 Core Values to Cash Flow: Building a Brand and Business that Makes You Stand Out

11:00-12:15 75 Thrive: You Need More Listings! w/ Ryan Young

11:00-11:30 East County Team Meeting 11:30-1:00 East County Family Dinner





Rick Cogil







For classes that require registration use the QR or go to heirloomventures.com/event-list