

RRi ON DEMAND | COURSE LIST

Category	Lead Generation & Conversion Systems
Course	RRi's Lifetime Referral System
Ch. 1	Building a Foundation for Long Term Success
Ch. 2	How "Referral Worthy" Are You?
Ch. 3	LRS Step 1 of 5: Building a Highly Productive Database
Ch. 4	LRS Step 2 of 5: Connect and Qualify Your List
Ch. 5	LRS Step 3 of 5: Create Your Customized Database Touch System
Ch. 6	LRS Step 4 of 5: The Why, When and How of Acknowledging Referrals
Ch. 7	LRS Step 5 of 5: Calculating the ROI of Your Database

Course	Creating Profitable Open Houses
Ch. 1	Are Open Houses An Effective Lead Generating Tool?
Ch. 2	Step 1 of 5: Deciding Where to Host your Open House
Ch. 3	Step 2 of 5: Planning and Preparing for an Experiential Open House
Ch. 4	Step 3 of 5: Marketing your Open House for the Most Attendance
Ch. 5	Step 4 of 5: Easy Wow Factor Ideas For Your Open House
Ch. 6	Step 5 of 5: Building Trust and Rapport to Convert Open House Leads

Course	Mastering the Art of Telephone Prospecting
Ch. 1	Is Telephone Prospecting for You?
Ch. 2	Deciding Where and When to Prospect
Ch. 3	Three Quick Preparation Ideas for Better Prospecting Results
Ch. 4	Prospecting Scripts: Know Exactly What Are You Going To Say, Every Time.
Ch. 5	Finish Every Prospecting Session with These Key Steps
Ch. 6	How to Avoid Prospecting Burnout

Course	Door Knocking Lead System
Ch. 1	Is Door Knocking Effective Today and Is It For You?
Ch. 2	Identifying the Best Areas to Door Knock
Ch. 3	Determining the Best Time(s) to Door Knock
Ch. 4	6 Preparation Ideas for Better Door Knocking Results
Ch. 5	Finish Every Door Knocking Session with These Key Steps

Course	Geographical Farming Lead System
Ch. 1	The Geographical Farming Advantage
Ch. 2	Step 1 of 5: Choosing the Best Geographic Farm Area
Ch. 3	Step 2 of 5: Creating and Executing a Geo Farm Marketing System
Ch. 4	Step 3 of 5: How to Become the Local Area Real Estate Expert
Ch. 5	Step 4 of 5: Strategic Follow Up and Converting Farm Leads
Ch. 6	Step 5 of 5: Track, Review and Adjust Based on Your Results

Course	Agent Networking Lead System
Ch. 1	Is Agent Networking For You?
Ch. 2	Step 1 of 3: Create a Networking Plan in Advance of Any Event
Ch. 3	Step 2 of 3: Build Rapport for Powerful Long Term Relationships
Ch. 4	Step 3 of 3: Implement a Post-Event Agent Follow Up Plan

Course	Social Media & Online Marketing
Ch. 1	Social Media: Big Opportunity or Big Waste of Time?
Ch. 2	Step 1 of 5: Build Your Online Presence
Ch. 3	Step 2 of 5: Build Your Audience
Ch. 4	Step 3 of 5: Have a Posting & Response Plan
Ch. 5	Step 4 of 5: Create an Online Lead Capture & Conversion Plan
Ch. 6	Step 5 of 5: Track, Review & Adjust
Ch. 7	4 Online Marketing MUSTS

Course	Effective Lead Follow Up and Conversion System
Ch. 1	The Big Money is in Great Lead Follow Up
Ch. 2	Ten Steps to the Most Effective Lead Follow Up
Ch. 3	Seven Breakthrough Habits of the Top Internet Lead Converters

Category	Listing and Buyer Mastery
Course	Listing Mastery
Ch. 1	The Listing Side Advantage
Ch. 2	Step 1 of 5: Qualify Leads and Set Appointments
Ch. 3	Step 2 of 5: The Pre-Appointment Education Process
Ch. 4	Step 3 of 5: 24 Hours Before the Appointment Process
Ch. 5	Step 4 of 5: The Value-Based Listing Presentation
Ch. 6	Step 5 of 5: Ask for the Order & Handle Objections

Course	Buyer Mastery
Ch. 1	The Buyer Side Advantage
Ch. 2	Step 1 of 5: Qualify Leads and Set Appointments
Ch. 3	Step 2 of 5: The Buyer Education Process
Ch. 4	Step 3 of 5: 24 Hours Before the Appointment Process
Ch. 5	Step 4 of 5: The Buyer Presentation
Ch. 6	Step 5 of 5: Ask for the Order & Handle Objections

Category	Business & Personal Productivity
Course	Goal Setting Simplified
Ch. 1	The Power of a Future Focus
Ch. 2	Are You Self-Employed or Are You a Business Person?
Ch. 3	Harness the Power to Take Massive Action
Ch. 4	Setting and Achieving Breakthrough Goals
Ch. 5	The Single Most Important Metric In Your Business

Course	Business Planning Simplified
Ch. 1	The Real Reason Everyone Needs a Business Plan
Ch. 2	Step 1 of 5: The Rudder of your Plan
Ch. 3	Step 2 of 5: Identify Your Best Sources of Business
Ch. 4	Step 3 of 5: Create a Budget to Maximize Your Profit
Ch. 5	Step 4 of 5: Create a Highly Productive Day and Week
Ch. 6	Step 5 of 5: Follow a 30, 60, 90-Day Action Plan

Course	Time Management Systems
Ch. 1	The Greatest Secret in Business and in Life
Ch. 2	Five Breakthrough Concepts for Increased Productivity
Ch. 3	Harness the Power of Time Blocking and Non-Negotiable Tasks
Ch. 4	The Two Simplest Secrets to Better Productivity

Course	Financial Mastery
Ch. 1	The Fundamentals Rules of Wealth
Ch. 2	Five Steps to Financial Freedom

Questions?

Book a private tour with one of our RRi On Demand Coaches today.

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