<table>
<thead>
<tr>
<th>Timing Illustration</th>
<th>Power Session Headings</th>
<th>Notes on Content</th>
<th>Exercise Names</th>
<th>Faculty</th>
<th>Cappers in Training</th>
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</table>
| Faculty Prep for class | Prepare for Class | • Read the Power Session and Instructor notes completely, and prepare your lesson plan for teaching.  
• Review the Mission for the day and preview the videos that Cappers in Training are watching.  
• Prepare to show the in-class videos.  
• Set the tone for an energized and successful class! | | | 30 mins minimum prep time. |
| Expectations | Today’s Expectations | • Commit to expectations for the day’s Power Session. | | 5 mins | 5 mins |
| Action Reveal | Action Reveal | Hold agents accountable for what it takes to build and grow their business.  
1. Mission  
2. Daily 10/4  
3. Real Play Calls  
1. Review and debrief the Mission  
2. Ask each person to report on their Daily 10/4 activities. Discuss wins and opportunities.  
2. Report Out on Daily 10/4  
3. Your Turn - Lead Generate for Business | 5 mins | 1. 10 mins  
2. 5 mins  
3. Make Real Play calls for 20 mins |
<table>
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<tr>
<th><strong>Faculty</strong> Cappers</th>
<th><strong>Get Your Head in the Game</strong></th>
<th>Establish mindset for the day’s topic. Negotiations are an integral part of most real estate transactions.</th>
<th>Discussion on negotiations</th>
<th>5 mins</th>
<th>5 mins</th>
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| **Make It Happen**  | **Negotiation - Bargaining** (give and take) process between two or more parties (each with its own aims, needs, and viewpoints) seeking to discover a common ground and reach an agreement to settle a matter of mutual concern or resolve a conflict. | 1. Video “Negotiating”  
2. Negotiation Tips  
3. Your Turn – Prepare to Negotiate  
4. Your Turn – Nonverbal Cues  
5. Your Turn – Positioning  
6. Your Turn – Negotiate a Counteroffer | 1. 5 mins  
2. 10 mins  
3. 5 mins  
4. 5 mins  
5. 5 mins  
6. 30 mins |
| **Putting It All Together** | **Prepare students for the work they will do before the next Ignite Power Session.** | 2 mins |
| **Aha’s to Achievement** | **Discuss Aha’s from today’s session.** | 5 mins |
| **Enhance Your Learning** | **Resources for further study, for job aids, and more.** | 5 mins |

**TOTAL SESSION TIME: Approximately 3 hours**