## Power Session 4: Win the Seller – Practiced Listing Presentations Lead to Signed Listing Agreements

<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>
</tr>
</thead>
</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 | 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 | | 1. 10 mins 2. 5 mins 3. Make Real Play calls for 20 mins |
<table>
<thead>
<tr>
<th>Faculty</th>
<th>Cappers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Get Your Head in the Game</strong></td>
<td>Establish mindset for the day’s topic. Win the Listing</td>
</tr>
<tr>
<td><strong>Make It Happen</strong></td>
<td>Working with Sellers</td>
</tr>
<tr>
<td><strong>Putting It All Together</strong></td>
<td>Prepare students for the work they will do before the next Ignite Power Session.</td>
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<tr>
<td><strong>Aha’s to Achievement</strong></td>
<td>Discuss Aha’s from today’s session.</td>
</tr>
<tr>
<td><strong>Enhance Your Learning</strong></td>
<td>Resources for further study, for job aids, and more.</td>
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</tbody>
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1. Video “Develop Your Listing Skills”  
   1. 5 mins
2. Prequalify the Seller  
   1. 5 mins
3. Prelisting Packet  
   2. 10 mins
4. Video “Listing Presentations”  
   3. 5 mins
5. Listing Presentation  
   4. 45 mins
6. Your Turn – Listing Presentation  
   5. 5 mins
7. Your Turn – Listing Presentation  
   5. 40 mins

**TOTAL SESSION TIME: Approximately 3 hours**