

# Conway College of Real Estate Knowledge

## Bachelor's Program

### 2024 CCRK Bachelor's

#### Day 1

8:45 - 9:00

9:00 - 10:00

10 min

10:10 - 11:15

11:15 - 11:50

10 min

12:00 - 1:00

#### Monday

Program objectives & Intro

Jack Conway History

\*\*\*Break\*\*\*

Getting in Flow

Systems

\*\*\*Break\*\*\*

Office Expectations & Safety

#### Instructor

Megan Nilson

Carol Bulman

Al Becker

Mike Bulman

Janet Pistone

#### Day 2

9:00 - 9:30

9:30 - 10:20

10 min

10:30 - 11:20

10 min

11:30 - 12:20

12:20 - 1:00

#### Tuesday

Guaranteed Rate

Legal Aspects & Columbia Title

\*\*\*Break\*\*\*

Buyer Lead Generation

\*\*\*Break\*\*\*

Overview of Buyer Process

Lead Generation Group Work

James Solimini

Andrew Bulman

Mike Bulman

Cliff Peters

Megan Nilson

#### Day 3

9:00 - 9:45

10 min

9:55 - 10:25

10:25 - 11:20

10 min

11:30 - 12:30

12:30 - 1:00

#### Wednesday

Tradewind

\*\*\*Break\*\*\*

Seller Lead Generation

Overview of Seller Process

\*\*\*Break\*\*\*

Social Media & Staging

Lead Generation Group Work

Casey Popkins

Mike Bulman

Bonnie Stiner

Conway Creative

Megan Nilson

#### Day 4

9:00 - 9:40

9:40 - 10:00

10:00 - 10:30

10:30 - 12:15

12:00 - 12:30

12:30 - 1:00

#### Thursday

Conway Relocation

Conway Country Insurance

Roleplaying & Goal Setting

Lead Gen Presentations

Graduation Ceremony CONGRATS!

Optional Tour

Susan Babb

CCI

Al & Mike

**JACK  
CONWAY**