

Conway College of Real Estate Knowledge

Bachelor's Program

2025 CCRK Bachelor's

		Instructor
Day 1	Monday	
8:45 - 9:00	Program objectives & Intro	Megan Nilson
9:00 - 10:00	Jack Conway History	Carol Bulman
10 min	***Break***	
10:10 - 11:15	Getting in Flow	Al Becker
11:15 - 11:50	Systems	Mike Bulman
10 min	***Break***	
12:00 - 1:00	Office Expectations & Safety	Janet Pistone
Day 2	Tuesday	
9:00 - 9:30	Guaranteed Rate	James Solimini
9:30 - 10:20	Legal Aspects & Columbia Title	Andrew Bulman
10 min	***Break***	
10:30 - 11:20	Buyer Lead Generation	Mike Bulman
10 min	***Break***	
11:30 - 12:40	Overview of Buyer Process	Cliff Peters
12:40 - 1:00	Lead Generation Group Work	Megan Nilson
Day 3	Wednesday	
9:00 - 9:30	Placester	Casey Popkins
9:30 - 10:00	Seller Lead Generation	Mike Bulman
10 min	***Break***	
10:10 - 11:40	Overview of Seller Process & Networking	Bonnie Stiner
10 min	***Break***	
11:50 - 12:40	Social Media & Staging	Conway Creative
12:40 - 1:00	Lead Generation Group Work	Megan Nilson
Day 4	Thursday	
9:00 - 9:40	Conway Relocation	Susan Babb
9:40 - 10:00	Conway Country Insurance	CCI
10:00 - 10:30	Roleplaying & Goal Setting	Al & Mike
10:30 - 12:15	Lead Gen Presentations	
12:00 - 12:30	Graduation Ceremony CONGRATS!	
12:30 - 1:00	Optional Tour	

**JACK
CONWAY**