



# THE BLAKE GROUP

## DAILY TRAINING SCHEDULE

<b>8:30 AM</b>	▶	<b>National Sales Call (Monday – Thursday) (Zoom):</b> <a href="https://us02web.zoom.us/j/6703984306?pwd=dktaRHBtbTBRdm1FWnZoSEJBeUVEZz09">https://us02web.zoom.us/j/6703984306?pwd=dktaRHBtbTBRdm1FWnZoSEJBeUVEZz09</a>
<b>9:00 AM</b>	▶	<b>End of Day (Virtual Call Center / Zoom)</b> <a href="https://us02web.zoom.us/j/6703984306?pwd=dktaRHBtbTBRdm1FWnZoSEJBeUVEZz09">https://us02web.zoom.us/j/6703984306?pwd=dktaRHBtbTBRdm1FWnZoSEJBeUVEZz09</a>
<b>9:00 AM</b>	▶	<b>Agent Portal Walkthrough:</b> <a href="https://event.webinarjam.com/register/21/8mwmztm">https://event.webinarjam.com/register/21/8mwmztm</a>
<b>10:00 AM</b>	▶	<b>SLICE Walkthrough (Telesales):</b> <a href="https://event.webinarjam.com/register/20/o3137ik">https://event.webinarjam.com/register/20/o3137ik</a>
<b>10:30 AM</b>	▶	<b>SLICE Walkthrough (Field sales):</b> <a href="https://event.webinarjam.com/register/22/q0w05u9">https://event.webinarjam.com/register/22/q0w05u9</a>
<b>11:00 AM</b>	▶	<b>Leads The Way Explained:</b> <a href="https://event.webinarjam.com/register/28/mzrzmi70">https://event.webinarjam.com/register/28/mzrzmi70</a>
<b>12:00 PM</b>	▶	<b>In-Home Presentation:</b> <a href="https://event.webinarjam.com/register/29/6rnr4u5g">https://event.webinarjam.com/register/29/6rnr4u5g</a>
<b>11:30 AM</b>	▶	<b>Telesales Script:</b> <a href="https://event.webinarjam.com/register/23/18381tr">https://event.webinarjam.com/register/23/18381tr</a>
<b>1:00 PM</b>	▶	<b>Overcoming Objections:</b> <a href="https://event.webinarjam.com/register/25/w2q2wuoo">https://event.webinarjam.com/register/25/w2q2wuoo</a>
<b>2:00 PM</b>	▶	<b>Policy Retention:</b> <a href="https://event.webinarjam.com/register/26/ro0oguv8">https://event.webinarjam.com/register/26/ro0oguv8</a>
<b>3:00 PM</b>	▶	<b>How to Recruit Anyone:</b> <a href="https://event.webinarjam.com/register/27/p9k9vix4">https://event.webinarjam.com/register/27/p9k9vix4</a>
<b>4:00 PM</b>	▶	<b>How to Get More Referrals:</b> <a href="https://event.webinarjam.com/register/24/kn5nku26">https://event.webinarjam.com/register/24/kn5nku26</a>

\*After you register for your first webinar, your info will auto-populate for the rest of the webinars when you register for them. If you do not want to wait until the next day to start, you have the option to watch a replay of the previous day's webinar. If you select that option, then it will start playing immediately after you register for it.