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**BUFFINI & COMPANY**

# **TRAINING**

5 WAYS TO HOLD A SUCCESSFUL CLASS

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**BUFFINI**  
& COMPANY TM





*Whether you have live classes or remote, experienced or new-to-the-industry agents, Buffini & Company training can be modified to fit your team's needs. This eBook lays out a few class format options that will help you create a community of growth while you increase your agent's skill level, professionalism and income!*

**Give your Training Consultant a call to help you figure out which format works best for you!  
1-800-945-3485 x2**



# TRADITIONAL

**CLASS TIME: 1.5 – 2 hours**

**Gather your team for synergy team building.**

## **METHOD:**

In this class format, you as the Mentor/Facilitator, have complete control of the video content. You'll meet once a week, either in-person or virtually, with your students to watch the video training modules as a class and conclude the meeting by practicing role plays and dialogues and discussing strategies in a synergy session.

## **TOP TIP:**

*Remember you don't have to hold your classes during normal business hours! You could hold a working lunch, order pizza and have a dinner session or maybe even a Saturday morning.*



# BOOK CLUB

**CLASS TIME: 30-45 minutes**

**Take a step back and let your more experienced agents get together to foster the discussion.**

## **METHOD:**

In this format, students will watch the video ahead of the meeting and then get together to discuss the module content on their own. They discuss the best ideas from the class module content similar to an open book club discussion. Each week you can quickly check in to see how they are doing and send them the questions provided in your facilitator workbook.

## **TOP TIP:**

*This method works only if your students will actually watch the videos on their own. It is less of a time commitment in the classroom for them which is great during busy seasons! Because you won't take the class with them, this is ideal for your self-motivated or experienced agents who are familiar with Buffini & Company Training Programs.*



# ONE-ON-ONE

**CLASS TIME:** 15-30 minutes

**Get every new hire started in a class right away!**

## **METHOD:**

In this format, you will have your student watch the videos on their own (either in a Student Video Preview format or as an On-Demand student) and then set up a weekly one-on-one or group discussion. This gives you some great talking points so you can build a relationship with your new hire!

## **TOP TIP:**

*Pair those new to the business with an experienced agent in your office to help share the load. The 100 Days to Greatness® course will give them a step-by-step action plan to get started in their new business.*





# STUDENT VIDEO PREVIEW

**CLASS TIME:** 45 minutes to 1 hour

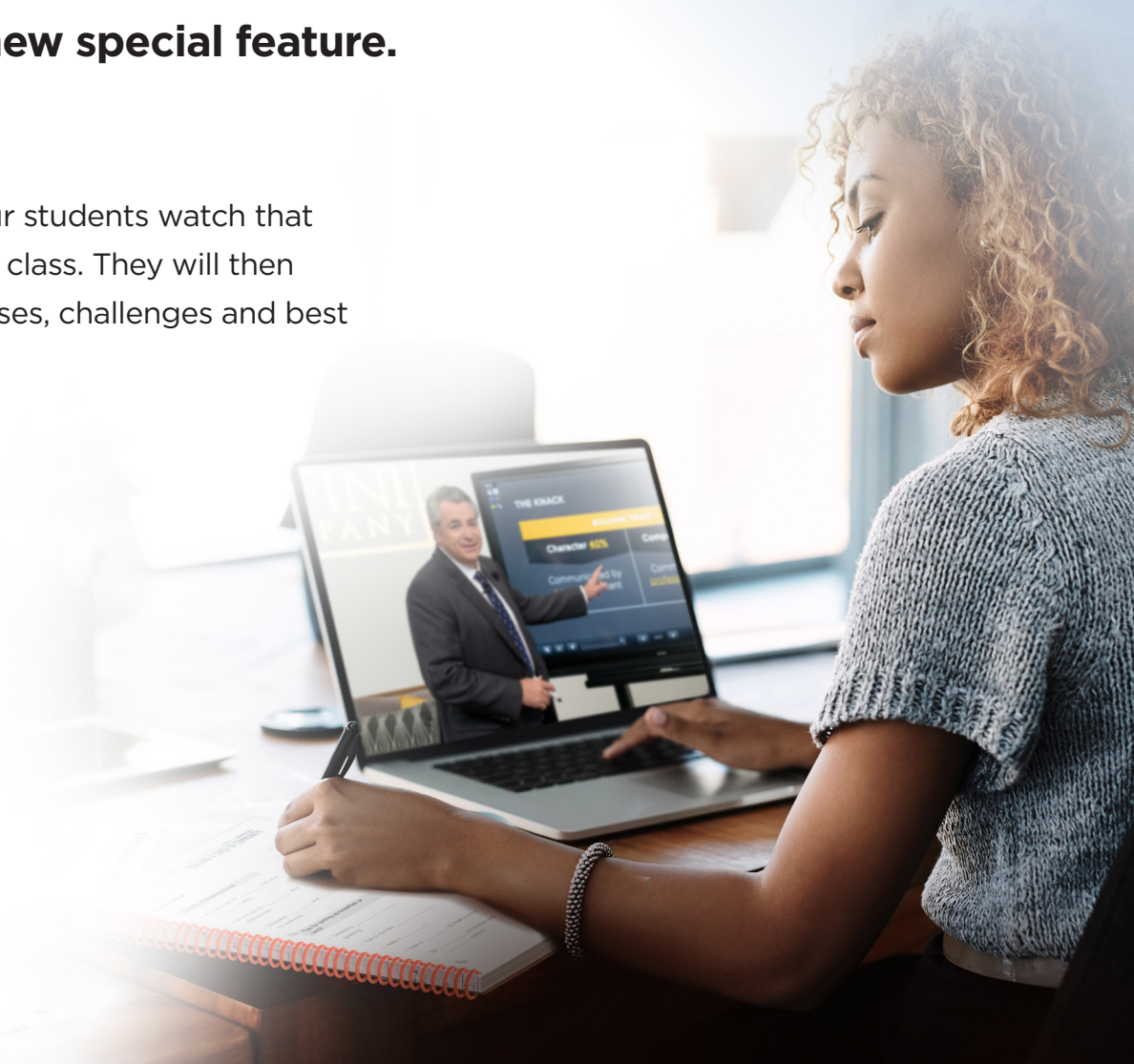
**Shorten your class time with this new special feature.**

## **METHOD:**

With this new option, you can choose to have your students watch that week's course video module on their own prior to class. They will then come to class prepared for a discussion of successes, challenges and best practices from the course content.

## **TOP TIP:**

*Set them up with an accountability partner to ensure they are watching the videos and doing their action steps.*



# HYBRID – IN PERSON AND VIRTUAL

CLASS TIME: 2 hours

**Expand your classes to those out of the area.**

## METHOD:

You likely have agents at sister brokerages or some who have chosen to work permanently remote. With agents in many different areas, a hybrid format with some people in the room and others at home may be the best option for you. In this format, you will divide your class time into two-hour blocks. In the first hour, you will show the video to those students who are in person (virtual students will watch the video on their own) and in the second hour those remote agents will join for the discussion.

## TOP TIP:

*Pair virtual students together for dialogue and role play practice outside of class time.*



# CATERED TO EVERY CAREER LEVEL

*Each course comes with everything you need to get your office, team or students on the path to success!*



Give your Training Consultant a call to help you figure out what will work best for you! **1-800-945-3485 x2**

Compare Courses at  
[buffiniadncompany.com/comparecourses](http://buffiniadncompany.com/comparecourses)