

COURSE SYLLABUS

DANIEL DAGGERS ACADEMY

INTRODUCTION

CH	VIDEO	WORKSHEETS & GUIDES	ACTIVITY
FREE TRIAL	Introduction		
FREE TRIAL	Preparing Yourself to Step Into the World Of Real Estate		
FREE TRIAL	Your Network		Determining the Power of Your Current Network
FREE TRIAL	Get Ready to WIN.		

SETTING YOURSELF UP

CH	VIDEO	WORKSHEETS & GUIDES	ACTIVITY
1.1	Introduction		
1.2	Your Belief System: Mental Standpoint		
1.3	Your Belief System: Physical Standpoint		
1.4	Your Belief System: Technological Standpoint		
		What is Your Belief System?	
1.5	Like, Trust, & Respect		

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CH  VIDEO

 WORKSHEETS & GUIDES

 ACTIVITY

1.6 Organising Your
Contacts

Sectioning & Organising
Your Contacts

1.7 Expanding Your
Network

THE IMPORTANCE OF DIGITAL

CH  VIDEO

 WORKSHEETS & GUIDES

 ACTIVITY

2.1 You Are the Piece of
Marketing

2.2 The Importance of
Having a Digital Presence

2.3 Where Current Channels
Will Be In The Future:
Elliot Jones

2.4 Q&A with Elliot Jones

Launch Strategy for Success

2.5 How to Communicate
via Digital Channels

2.6 Launching a Property
over Digital Channels:
Elliot Jones

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PERSONAL BRANDING

CH

 VIDEO



WORKSHEETS & GUIDES



ACTIVITY

3.1 What is Your
Personal Brand?

3.2 Your Brand Roadmap
Introduction

Your Brand Roadmap

3.3 How to be Consistent
with Your Marketing

3.4 How to Present Yourself
on Digital Channels

Your Content Character Pillars

3.5 Live Demo:
Your Hello Face

3.6 Live Demo:
How to Present Yourself

3.7 Live Demo: How to Dress

3.8 Live Demo:
Etiquette and Manners

3.9 Live Demo:
How to Greet People

3.10 Live Demo: How to Talk
Through a Meeting

**Quiz: Non-
Mandatory MCQ**

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BUILDING RELATIONSHIPS

CH  VIDEO

 WORKSHEETS & GUIDES

 ACTIVITY

4.1 Communicating with
People Older than You

4.2 Building Relationships
with Business
Professionals

4.3 Follow-Up Process:
Following Up with
Potential, Lost &
Former Clients

Steps to Following-Up

Quiz: Non-
Mandatory MCQ

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SALES TRAINING

CH

 VIDEO



WORKSHEETS & GUIDES



ACTIVITY

5.1 Answering Phone Calls

Dos' & Don'ts of
Answering the Phone

5.2 How to Qualify a Seller

Qualifying a Seller
Questionnaire

5.3 How to Pitch to a Seller

5.4 How to Qualify a Buyer

Qualifying a Buyer
Questionnaire

5.5 5 Live Demo: Alex from
DDRE demonstrating
how to do a viewing

5.6 Live Demo: Daniel's Tips
& Tricks to doing a viewing

5.7 Turning Property
Negatives into Positives

5.8 How to Provide Good/
Bad News to a Client

5.9 Negotiation

5.10 Receiving & Submitting
an Offer

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 WORKSHEETS & GUIDES

 ACTIVITY

Offer Submission Template

5.11 If the Offer is Accepted

Memorandum of Sale Template

5.12 Different Kinds of Offers
& How They Will be
Perceived

FOUNDATION

CH  VIDEO

 WORKSHEETS & GUIDES

 ACTIVITY

6.1 Putting Yourself In
the Buyer's Position

6.2 The Process of a Sale

The Daniel Dagers Agent Dictionary

YOU GOT THIS!

CH  VIDEO

 WORKSHEETS & GUIDES

 ACTIVITY

7 You got this!

Final Test

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