

INSIDE WHOLESALER CERTIFICATION PROGRAM

Unit 1: The Foundation for Success

- 1. The Secret to Inside Wholesaling Success**
- 2. Keys to Marketing Success**
- 3. Achieving Short- and Long-Term Sales Goals**

#1 The Wholesaler Institute Facilitation Meeting

Unit 2: Keys to Expanding Your Success

- 4. Establishing Profitable Relationships**
- 5. Closing More Sales with Powerful Scripts**
- 6. Prepare for the Call: Opening Doors**

#2 The Wholesaler Institute Facilitation Meeting

Unit 3: Mastering the Art of Closing Sales

- 7. Closing Sales with Smart Questions**
- 8. Mastering the Art of Listening**
- 9. Delivering Persuasive Presentations**
- 10. Getting and Staying Motivated**

#3 The Wholesaler Institute Facilitation Meeting

One-on-One Certification