



LAFFEY
TRAINING ACADEMY



GET STARTED TODAY!
CALL BETTIE M. MEINEL
516-626-1500 Ext. 343
OR E-MAIL HER AT
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Regular Events and Activities

Weekly

Sales Meetings
New Agent Business Meetings
Laffey Training Academy
Internet Training
Prospecting

Monthly

Special Topic Training
Coaching and Accountability Sessions
Office Informal Social Gatherings
Company Charity Fundraising for Easter Seals

Quarterly

Company "Power" Meetings
Company Awards
Century 21 Quarterly Meetings
Office Celebrations

Annually

Kick Off "Power Meeting" and Company Business Plan (January)
Company Awards "Power Meeting" Breakfast (March)
Regional Century 21 Awards Banquet (March)
CENTURY 21 International Convention (March)
Company Mid-Year "Power Meeting" (June)
Company Cruise around Manhattan (July/August)
CENTURY 21 Home Run Derby at the MLB All Star Game (July)
Masters Retreat for Top Producers in SF, Scottsdale, Palm Springs, etc. (August)
Company Charity Effort for Breast Cancer Walk
Company Holiday Celebration

For more information contact Bettie M. Meinel at 516-626-1500 Ext. 343 or bmeinel@laffey.com