



| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
|---|--|---|--|--|---|-----------|
| | 1 | 2 Getting the Most From the Brand - LC 1PM-2:15PM | 3 Profit Planning for Sales Professionals - LC 10AM-11AM & 3PM-4PM February eNews Available | 4 eCards 1: Introduction & Basics - Account Profile, Address Book & Steps to Creating & Sending - LC 1PM-2:15PM Pioneer Press runs Chicago Tribune Local runs | 5 | 6 |
| 7 Chicago Tribune - City runs Chicago Tribune - North runs | 8 BluePrint - Orientation Location TBD | 9 BluePrint - Day 2, Prospecting Location TBD Getting the Most From the Brand - LC 1PM-2:15PM | 10 BluePrint - Day 3, Buyer Presentation / Contract Tutorial Location TBD I Object - Overcoming Common Objections - LC 10AM-11AM & 3PM-4PM Chicago Social, March Issue - Signups Due | 11 BluePrint - Day 4, Listing Presentation Location TBD eCards 2: Adding Functionality - Photos, Links & Automation - LC 1PM-2:15PM Chicago Tribune Local runs Hinsdalean runs | 12 Chicago Tribune - North runs | 13 |
| 14 Chicago Tribune - City runs Chicago Tribune - North runs Valentine's Day | 15 | 16 Getting the Most From the Brand - LC 1PM-2:15PM Training at Lake Forest: eCards - 1PM ToolkitCMA - 2PM | 17 What's the Difference - Articulating Your Competitive Advantage - LC 10AM-11AM & 3PM-4PM | 18 eCards 3: Advanced Applications - Forms, Multi-Page Templates - LC 1PM-2:15PM Pioneer Press runs Chicago Tribune Local runs | 19 Training at 980 N Michigan: PruAndYou and PMW - 11AM Toolkit - 12PM | 20 |
| 21 Chicago Tribune - City runs Chicago Tribune - North runs | 22 Training at 980 N Michigan: eCards - 1PM OSA - 2PM | 23 Getting the Most From the Brand - LC 1PM-2:15PM | 24 Selling by Style - Working With People of Various Behavioral Styles - LC 10AM-11AM & 3PM-4PM Chicago Tribune Ultimate Address, March Issue - Signups Due | 25 Rethink & Retool Your Listing Presentation - LC 1PM-2PM Training at 2663 N Halsted: eCards - 11AM-12:30PM OSA (includes Customer for Life) - 1PM-2:30PM Chicago Tribune Local runs | 26 | 27 |
| 28 Chicago Tribune - City runs Chicago Tribune - North runs | | | | | | |

- To sign up for co-op advertising, the forms are available on PruAndYou.
- For questions about co-op advertising opportunities, email PAM@Rubloff.com
- To sign up for BluePrint training classes, email gwiit@Rubloff.com. Once locations are determined, attendees will receive an email with locations and times.

Advertising schedule is subject to change.

- LC - indicates a LIVE virtually instructed LearnCenter class on PREA Center. To enroll in a LearnCenter class, login to PREA Center, select "Education" and "Access LearnCenter" from the left. Once on the LearnCenter page, select "Virtual Instructor Led" and select the class you wish to enroll in. (For all virtually instructed LearnCenter classes, please enroll in advance as space is limited. If a class is full, select the next available date. Participation is possible anywhere there is a telephone and a computer with high-speed Internet access.) **Classes are subject to change - for the most up-to-date times and dates, please check online in the LearnCenter.**

MARCH

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