

# February 2012

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			<b>1</b> eCards 4: Surveys - LC 10AM-11AM	<b>2</b> Experienced Agent Business Planning - LC 1PM-2PM  Chicago Tribune Local Evan/Skokie runs	<b>3</b> February eNews Available	<b>4</b>
<b>5</b> Chicago Tribune - City runs Chicago Tribune - North runs	<b>6</b> Prudential Rubloff University - Day 1 - Orientation 980 N Michigan Ave, 9:45AM-4PM	<b>7</b> Prudential Rubloff University - Day 2 - Growing & Maintaining Your Business 1143 Church Street - Northbrook, 9AM-1PM  Getting the Most From the Brand - LC 1PM-2PM	<b>8</b> eCards 1: Basics and Introduction - LC 10AM-11AM	<b>9</b> Prudential Rubloff University - Day 3 - AM Session - Buyer's Presentation, Needs Assessment & Agency. 1143 Church St - Northbrook, 9AM-12PM Day 3 - PM Session - 5.0 Contract 1143 Church St - Northbrook, 1PM-4PM eCards 2: Data Management and Reporting - LC 1PM-2PM Pioneer Press runs Wheaton Leader runs Chicago Tribune Local Nbk/Glv/ Golf runs	<b>10</b>	<b>11</b>
<b>12</b> Chicago Tribune - City runs Chicago Tribune - North runs	<b>13</b>	<b>14</b> Prudential Rubloff University - Day 4 - Working With Sellers 1143 Church Street - Northbrook, 9AM-4PM  New Licensee Business Planning - LC 1PM-2PM	<b>15</b> Media Center Introduction - LC 10AM-11AM	<b>16</b> Prudential Rubloff University - Day 5 - Negotiating, Online Marketing Strategies & Rentals 1143 Church Street - Northbrook, 9AM-4PM  Experienced Agent Business Planning - LC 1PM-2PM  Hinsdalean runs Chicago Tribune Local Winn/ Glencoe/Wilm runs	<b>17</b> Chicago Tribune Ultimate Address Magazine runs	<b>18</b>
<b>19</b> Chicago Tribune - City runs Chicago Tribune - North runs	<b>20</b>	<b>21</b> Getting the Most From the Brand - LC 1PM-2PM	<b>22</b> eCards 3: Autoresponders - LC 10AM-11AM	<b>23</b> I Object! - LC 1PM-2PM  Pioneer Press runs Wheaton Leader runs Chicago Tribune Local Lib/Mun/ Vern Hills runs	<b>24</b> Chicago Tribune Ultimate Address, 3/16/12 Issue - Signups Due	<b>25</b>
<b>26</b> Chicago Tribune - City runs Chicago Tribune - North runs	<b>27</b>	<b>28</b> New Licensee Business Planning - LC 1PM-2PM	<b>29</b> Media Center Introduction - LC 10AM-11AM			

- To sign up for co-op advertising, the forms are available on PruAndYou.
  - For questions about co-op advertising opportunities, email [PAM@Rubloff.com](mailto:PAM@Rubloff.com)
  - To sign up for Prudential Rubloff University training classes, email [g Witt@Rubloff.com](mailto:g Witt@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 2012						
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