November • 2026

CB Professional Development

MONTHLY DIGEST

November's Full Learning Schedule



Where professionals come to grow.

Discover new learning opportunities, practical business strategies, and the resources to keep you growing.

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Your guide to professional growth and resources designed to help you succeed this month and beyond.

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Every Course, One Place









Your Professional Development Team

Behind every course, workshop, and learning experience is a team committed to helping agents build stronger businesses. The Professional Development team brings together real-world experience, practical expertise, and a shared commitment to creating learning that matters. From building skills to strengthening confidence and performance, our focus is simple: helping agents keep growing.



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WHAT'S HAPPENING

THIS FALL?

New Opportunities
New Resources
New Ways to Grow

Professional Development is expanding, with new ways to learn, connect, and strengthen your business. This month, we're introducing fresh courses, focused workshops, collaborative experiences, and resources designed to make learning more relevant, practical, and easier to put into action.

What's Ahead?

- New Courses
- New Workshops
- New Resources

Turn the page →



WORKSHOP
WEDNESDAY

Focused skill-building sessions designed to strengthen the competencies that drive real estate success. Each workshop delivers practical, in-the-moment learning you can apply immediately to win more business and better serve your clients.

EVERY WEDNESDAY AT 4:00PM

VIEW DETAILS
+ REGISTER

- When Your Listing Isn't Selling
- When Clients Won't Take Your Advice
- Multiple Offers
- When a Buyer Wants to Write a Low Offer

FEATURE FOCUS FRIDAY
AI Power Sessions

Put AI and your business tools to work for you. Focused sessions that help you turn powerful features into everyday business strategies, with practical ideas to simplify your marketing, strengthen client connections, and keep your business moving forward.

EVERY FRIDAY AT 2:00PM EST

VIEW DETAILS
+ REGISTER

- Build Your AI Prospecting Plan
- Turning Contacts into Conversations
- Staying Top of Mind with Holiday Marketing
- Your Clients are using AI too!



NOVEMBER 2026 LEARNING CALENDAR

DATE	TIME EST	COURSE		CATEGORY
MON NOV 2	1:00 PM	Price Repositioning in Today's Market		PRODUCTIVITY
MON NOV 2	2:00 PM	Peak Performance Power Hour	***NEW!***	PRODUCTIVITY
MON NOV 2	4:00 PM	Orientation		PRODUCTIVITY
TUE NOV 3	1:00 PM	Database Cleanup: CPR for your CRM	***NEW!***	PRODUCT
WED NOV 4	12:00 PM	Lead Gen: Open Houses		PRODUCTIVITY
WED NOV 4	12:00 PM	Customizing Your MoxiWebsites®: 201		PRODUCT
WED NOV 4	4:00 PM	Workshop Wednesday: When Your Listing Isn't Selling		PRODUCTIVITY
THU NOV 5	12:00 PM	Pricing Strategies for Every Market		PRODUCTIVITY
FRI NOV 6	2:00 PM	Feature Focus Friday: Build Your AI Prospecting Plan		PRODUCT
MON NOV 9	1:00 PM	AI in Action: Top AI Platforms for Real Estate Professionals		PRODUCT
MON NOV 9	2:00 PM	Peak Performance Power Hour	***NEW!***	PRODUCTIVITY
MON NOV 9	3:00 PM	Action Lab: Building Your Listing Presentation with MoxiPresent®		PRODUCT
TUE NOV 10	12:00 PM	MoxiPresent® 201: Customizing Presentations		PRODUCT
TUE NOV 10	12:00 PM	Owning Objections	***NEW!***	PRODUCTIVITY

THIS MONTH

Database Cleanup

CPR FOR YOUR CRM

CLEAN. PRIORITIZE. RECONNECT.
Give your database the refresh it needs. Learn simple strategies to clean up your CRM, focus on your best opportunities, and reconnect with the people who can help grow your business.

NOVEMBER 3rd & 23rd – 1:00PM EST

VIEW DETAILS
+ REGISTER

- Clean Up Your Database
- Organize Your Contacts
- Prioritize Key Relationships
- Reconnect & Follow Up
- Uncover Hidden Opportunities

PEAK PERFORMANCE

POWER HOUR

Peak Performance Power Hour is a weekly opportunity for new to business agents to come together, solve real business challenges, strengthen their confidence, commit to meaningful action, and stay accountable to moving their business forward.

EVERY MONDAY – 2:00PM EST

VIEW DETAILS
+ REGISTER

- Live, Interactive Experience
- Designed for New to Business Agents
- Celebrate Wins & Tackle Challenges
- Strengthen Mindset & Build Confidence
- Group Coaching Style Accountability

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NOVEMBER 2026 LEARNING CALENDAR

DATE	TIME EST	COURSE		CATEGORY
WED NOV 11	12:00 PM	MoxiEngage® 201: Email Marketing		PRODUCT
WED NOV 11	4:00 PM	Workshop Wednesday: When Clients Won't Take Your Advice	***NEW!***	PRODUCTIVITY
THU NOV 12	11:00 AM	Converting with Confidence		PRODUCTIVITY
FRI NOV 13	2:00 PM	Feature Focus Friday: Turn Contacts into Conversations		PRODUCT
MON NOV 16	2:00 PM	Peak Performance Power Hour		PRODUCTIVITY
WED NOV 18	4:00 PM	Workshop Wednesday: Multiple Offers. Helping Your Clients Decide		PRODUCTIVITY
THU NOV 19	2:00 PM	Seller Strategies: Offers of Compensation		PRODUCTIVITY
THU NOV 19	2:00 PM	2027 Business Planning	***NEW!***	PRODUCTIVITY
FRI NOV 20	2:00 PM	Feature Focus Friday: AI Power Session: Your Clients are Using AI too!		PRODUCT
MON NOV 23	11:00 AM	Action Lab: Supporting Buyers with MoxiPresent®		PRODUCT
MON NOV 23	2:00 PM	Peak Performance Power Hour	***NEW!***	PRODUCTIVITY
MON NOV 23	2:00 PM	Database Cleanup: CPR for Your CRM	***NEW!***	PRODUCT
TUE NOV 24	11:00 AM	Customizing Your New Buyer & Seller Presentations w/ MoxiPresent®	***NEW!***	PRODUCT
TUE NOV 24	3:00 PM	Lead Gen Farming		PRODUCTIVITY

What Will You Learn Next?

Growth starts by recognizing where you have room to grow. A skill you need to sharpen, a strategy you haven't mastered, or a better way to approach your business. Explore the schedule and find the opportunities that challenge you to grow and keep your business moving forward.



NOV/DEC 2026 LEARNING CALENDAR

DATE	TIME EST	COURSE		CATEGORY
THU-FRI NOV 26 & 27		**Offices Closed for Thanksgiving Holiday**		
MON NOV 30	2:00 PM	Peak Performance Power Hour	***NEW!***	PRODUCTIVITY
MON NOV 30	2:00 PM	AI in Action: Improving Your Online Visibility with AI		PRODUCT
MON NOV 30	3:00 PM	Owning Your Value		PRODUCTIVITY
TUE DEC 1-3	12:00 PM	Bootcamp Tue-Wed-Thu		PRODUCTIVITY
WED DEC 2	4:00 PM	Workshop Wednesday: When a Buyer Wants to Write a Low Offer	***NEW!***	PRODUCTIVITY
FRI DEC 4	2:00 PM	Feature Focus Friday: Building Your 2027 Marketing Plan		PRODUCT
MON DEC 7	2:00 PM	Peak Performance Power Hour	***NEW!***	PRODUCTIVITY
MON DEC 7	4:00 PM	Orientation		PRODUCTIVITY
TUE DEC 8	12:00 PM	Lead Generation: Sphere of Influence	***NEW!***	PRODUCTIVITY

The distance between where you are and where you want to be is built one decision at a time.

Make today's decisions worthy of where you're headed.



Your growth Has no finish line.

EVERY GREAT BUSINESS IS BUILT BY PEOPLE WHO KEEP LEARNING, ADAPTING AND RAISING THEIR STANDARD.

The Professional Development Course Catalog includes complete course descriptions for every learning journey available to you.

EXPLORE IT. INVEST IN YOU. KEEP MOVING FORWARD

DISCOVER WHAT'S POSSIBLE



CLICK TO EXPLORE THE COMPLETE
PROFESSIONAL DEVELOPMENT COURSE CATALOG

Everything you need on your journey to success.



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