

# Aurantius Academy

## Training Agenda



Dear Participants,

We are pleased to welcome you to the Aurantius Academy. Over the course of two weeks, you will undergo intensive theoretical and practical training designed to prepare you for your career in the Dubai Real Estate market.

### Theory Schedule

	09:30 AM
Welcome to Aurantius & Introduction to Dubai Real Estate	
	09:30 AM
Bitrix Policies & CRM Workflow (Property Finder Policies, Property Finder-, Bayut-, & Dubizzle CRM) / A-Z Closing Process	
	09:30 AM
Sales Process - How to work on company leads	
	09:30 AM
Sales Psychology - How to handle clients over the phone, Lead Categorization, Finance Presentation	
	09:30 AM
Social Media, Personal Branding, and Roleplay & WhatsApp Policy	

### Practical Training

	09:30 AM
Sales Center Presentation - Visit a Partner Developer	
	09:30 AM
Phone Calls, Communication Skills, Telesales Practice	
	09:30 AM
Presentation Day - Agents present a project of their choice (Secondary Area or Offplan Developer Project)	
	09:30 AM
Role Play: Applying Sales Techniques with Clients	
	09:30 AM
Record a 1-minute Social Media Video & Final Test	

### Completion & Evaluation

At the end of the Academy, a final test will be conducted. The overall performance will be evaluated according to the following criteria:

- **Punctuality: 25%**
- **Communication Skills (Presentations): 25%**
- **Final Test: 50%**

**Upon successful completion of the Aurantius Academy, each participant will be awarded:**

- A certificate recognizing their achievement
- A personalized welcome kit
- A formal introduction and seamless integration into the team