



PROFESSIONAL DEVELOPMENT

April 2026 | Class Schedule

C21 University®

VIRTUAL AGENT LEARNING OPPORTUNITIES | SCHEDULE

All classes are subject to change. To view the most up to date schedule visit the Learning Calendar at [C21University.com](https://www.c21university.com)

APRIL 01

[Open Houses](#) | **1:00 PM (ET)**

APRIL 06 - MAY 01

[XCELLERATE](#) (Mondays, Wednesdays & Fridays)
| **11:00 AM (ET)**

April 06

[Winning with Buyers 201](#) | **1:00 PM (ET)**

APRIL 08

[Getting Started with AI](#) | **1:00 PM (ET)**
[C21 MoxiEngage 101: Maximize Your SOI](#) | **2:00 PM (ET)**

APRIL 10

[Power Up in THREE 21](#) | **11:00 AM (ET)**

APRIL 15

[Build Your AI Stack](#) | **3:00 PM (ET)**

APRIL 16

[Pricing Confidence](#) | **2:00 PM (ET)**

APRIL 20

[MoxiPresent 101: Getting Started](#) | **2:00 PM (ET)**

APRIL 21

[Prompt like a Pro](#) | **12:00 PM (ET)**
[Class of the Month](#) | **1:00 PM (ET)**

APRIL 21-30

[EXPAND](#) (Tuesdays & Thursdays) | **2:00 PM (ET)**

APRIL 24

[Action Lab: Supporting Your Business Goals with C21 MoxiEngage® Tool](#) | **12:00 PM (ET)**

April 27

[A.I. Prompting Lab](#) | **2:00 PM (ET)**

Featured Classes

XCELLERATE

APRIL 6- MAY 1 - 11:00 AM (ET)

Unlock your potential to help build a steady and sustainable business while networking with agents across the CENTURY 21® brand. While it can take years to learn the tactics and tools that make agents so successful, you can access their secret through the comprehensive research in XCELLERATE®! Learn, share, and implement best practices for setting goals, communicating your value, generating leads, and servicing clients. Access game-changing resources that include live facilitator-led optional sessions, the script library, learning videos, interactive tutorials, and so much more!

PROMPT LIKE A PRO

APRIL 10- 11:00 AM (ET)

Great marketing doesn't just happen—it's prompted. In this fast-paced session, you'll learn how to transform AI from a generic content generator into your personal marketing assistant. You'll discover the CRIT Formula—a simple, repeatable framework that turns scattered thoughts into polished newsletters, blog posts, and social media content that sounds authentically like you. Whether you're creating market updates, property descriptions, or engagement posts, you'll learn how to partner with AI strategically—not just use it randomly. You'll leave with clear formulas, live demonstrations, and a content multiplication strategy you can use immediately.

CENTURY21 CLASS OF THE MONTH- FROM STAGE TO STRATEGY

APRIL 21- 1:00 PM (ET)

Facilitated by the dynamic duo of Adam South and Cassandra Gallego, "Class of the Month" will feature content designed to help enhance your knowledge, increase your confidence and build the skills essential for a thriving business. From business planning to lead generation and beyond, Adam and Cassie will elevate the learning experience by layering in their expertise in the areas of coaching and technology, helping you to focus on the activities that lead to results while highlighting brand-specific tools and resources to help streamline and systemize your business for optimal production.

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APRIL 29

[C21 Agent Onboarding | 1:30 PM \(ET\)](#)

Onboarding is more than just a checklist—it's a strategy. Strategic onboarding is a sequential and seamless process that begins with recruiting and ends with long term retention. The agent onboarding course will give brokerages the research of when and why agents are most likely to leave an office and the corresponding onboarding tactics that can minimize agent de-affiliation.



Action Lab: Supporting Your Business Goals with the C21 MoxiEngage® Tool

Join Century 21 University for a session of Action Lab focused on Supporting Your Business Goals with the MoxiEngage® Tool. This virtual education lab exercise will show you how to leverage the MoxiEngage® tool, a smart CRM that helps you track your goals, monitor your sales flow, and streamline your client tasks. By the end of this course, you will have a clear vision of how to use the MoxiEngage® tool, which can help you run your business on data and become a savvy business owner. This course is designed for agents who want to take their business to the next level.

AI Prompting Lab

This optional learning session will help you master AI prompting to help you take your business to the next level. You'll explore the CRIT formula, an established framework for generating better, more relevant responses from AI tools tailored to your business needs. Each AI Prompting Lab will focus on a specific topic. Whether it's attracting new leads, nurturing existing ones, or delivering exceptional client service, you can apply AI effectively across multiple stages of your business.

Build Your AI Stack

Winning in real estate isn't about using more AI—it's about using the right AI for the job. In this workshop, you'll start to build your personal "AI Dream Team" by matching tools to the tasks that matter most in your business. You'll see three powerful tools—Perplexity, Claude, and Canva—in action and learn how to use them for research, practice, and marketing. By the end, you'll know exactly which tools belong in your own AI stack and how to put them to work right away to save time, scale smarter, and stay ahead of the competition.

CENTURY 21® CLASS OF THE MONTH

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EXPAND

Many newly licensed agents find themselves lost, unsure of where to begin or how to thrive in this dynamic industry. CENTURY 21® can help with that! Build a strong business foundation in EXPAND, an optional introductory program designed to welcome new agents to real estate. Take the first steps to set goals, build your database, launch lead generation systems, and share your value with potential clients. Facilitator-led sessions will guide you through a EXPAND participant workbook full of activities, discussion questions, and real-world scenarios that set activities in motion and can prepare you for XCELLERATE®.

Getting Started with AI

AI is giving your competitors 5-10 extra hours every week while you're still writing listing descriptions by hand. This dynamic 30-minute session shows how AI tools like Microsoft Copilot can transform your real estate business from time-consuming to time-optimized. You'll see live demonstrations of AI creating listing descriptions and follow-up emails in seconds, learn practical prompting strategies, and discover the four-stage evolution from AI beginner to strategic partner. Walk away with a commitment to give three specific tasks to AI this week and reclaim hours for high-value client activities.

MoxiEngage 101: Maximize Your SOI

MoxiEngage 101: Maximize Your SOI is the first in a series of courses that are designed to teach you how to receive the most benefit from this powerful CRM. This introductory course showcases an overview of the agent dashboard with its sales cycle driven process, demonstrates how to connect your email to setup your MoxiEngage account and offers important information for managing your database of contacts.

MoxiPresent 101: Getting Started

This is the first in a series of two classes and is designed to help users navigate the tool and introduces the presentation setup wizard. Attendees will see a demonstration of how to use a provided template to create an IDX fed Listing Presentation with embedded CMA and learn how to share presentations through multiple channels.

Open Houses

Open Houses can be a valuable marketing opportunity to strategically position both the listing AND your business in the spotlight. Whether you are the listing agent or the Open House agent, you can leverage Open Houses to strengthen relationships with sellers, create new relationships with home buyers, AND build your book of business. In this optional course, we'll follow the Open Houses path to discover best practices for marketing, prepping, hosting, and converting results that can help you make the most out of your Open Houses.

Power Up in THREE21: Elevate Your Game with the Century 21®

Brand Curated Tech Stack Unlock the full potential of the tech and learning ecosystem offered by the CENTURY 21® brand in this jam-packed session built around three simple values: Empowerment, Growth and Joy. Whether you're new to the network or looking to sharpen your edge, you'll explore how these tools – including the MoxiWorks® Product Suite, Boost, powered by Lone Wolf, RealSatisfied and THE GOLDEN RULER® – are designed to help you elevate your business, market smarter and deliver exceptional service. We'll walk through the CENTURY 21 Productivity Hub, spotlight key resources and show you where to find learning that meets you where you are. Leave with actionable takeaways and the confidence to put your tools to work – the CENTURY 21 way.

Pricing Confidence

In a market of online pricing estimates, agents often need to guide their sellers to a market-defined price, rather than one from an algorithm on a website. Hone your skills in creating solid and accurate pricing estimates for your comparable market analyses with CENTURY 21®'s Pricing Confidence. Leverage optional facilitator-led sessions to build your credibility as a pricing resource by learning to monitor current market conditions, recognize emerging market trends, use available pricing tools, and identify the best comps. Boost your pricing power with Pricing Confidence today!

Prompt Like a Pro

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Winning with Buyers 201: 5 Steps to Buyer Consultations That Convert

Explore best practices for conducting the 5 steps of a Buyer Consultation to demonstrate your professionalism and help you close with a signed Buyer Representation Agreement. Collaborate with fellow agents to craft sample scripts and apply Buyer Consultation skills to case studies.

XCELLERATE®

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