XINNIX
Energizing people. Elevating results.

2027 Training Calendar

All times Eastern (ET): subtract 1 hour for Central, 2 for Mountain, 3 for Pacific.

2027 AT A GLANCE

Your year of training, month by month

Each dot marks a month when a new class or live session starts. Details and exact dates follow by program.

Program	For	J	F	M	A	M	J	J	A	S	O	N	D
SALES PERFORMANCE													
Officer School™	New loan officers	●	●	●	●	●	●	●	●	●	●	●	●
IGNITE	Experienced LOs		●		●			●			●		
EDGE™	Experienced LOs	●	●	●	●	●	●	●	●	●	●	●	
ELITE™	Top producers		●		●			●			●		
BUSINESS ENHANCEMENT													
Lead Conversion Masterclass	Loan officers	●			●			●			●		
LinkedIn Authority Blueprint	Loan officers	●			●			●			●		
ENERGY™ Webinars	Everyone	●	●	●	●	●	●	●	●	●	●	●	●
LEADERSHIP													
Business Development	Managers & leaders		●		●			●			●		
Recruiting Workshop	Managers & leaders			●		●			●			●	

HOW TRAINING IS DELIVERED

Live Online
Real-time, instructor-led training on Zoom. You interact with the trainer and the class.

Simulive
Pre-recorded training broadcast at a set time on Zoom, as if it were live.

OnDemand
Pre-recorded training in MyXINNIX, at your own pace, anytime and anywhere.

All times Eastern (ET): Central −1 hr · Mountain −2 hr · Pacific −3 hr. Dates are current as of November 2026.

SALES PERFORMANCE

Officer School™ and IGNITE

Launch new loan officers fast, then build a full pipeline with daily accountability.

Officer School™

SIMULIVE · 4 CLASSES, 75 MIN, ONCE A WEEK · MONTHLY

The 30-day sales launch for new loan officers: four weekly classes, daily accountability with a Performance Specialist and a completed business plan. Ground School™ and Flight School™ come first.

MONDAYS · 1:00 PM ET

Cycle	Dates (incl. daily accountability)	Classes
January	Jan 4 – Jan 29	Jan 4, Jan 11, Jan 19*, Jan 25
February	Feb 1 – Feb 26	Feb 1, Feb 8, Feb 16*, Feb 22
March	Mar 1 – Mar 26	Mar 1, Mar 8, Mar 15, Mar 22
April	Apr 5 – Apr 30	Apr 5, Apr 12, Apr 19, Apr 26
May	May 3 – May 28	May 3, May 10, May 17, May 24
June	Jun 7 – Jul 2	Jun 7, Jun 14, Jun 21, Jun 28
July	Jul 6 – Jul 30	Jul 6*, Jul 12, Jul 19, Jul 26
August	Aug 2 – Aug 27	Aug 2, Aug 9, Aug 16, Aug 23
September	Sep 7 – Oct 1	Sep 7*, Sep 13, Sep 20, Sep 27
October	Oct 4 – Oct 29	Oct 4, Oct 12*, Oct 18, Oct 25
November	Nov 1 – Nov 26	Nov 1, Nov 8, Nov 15, Nov 22
December	Nov 29 – Dec 24	Nov 29, Dec 6, Dec 13, Dec 20

** Tuesday class because of a Monday holiday (MLK Day, Presidents' Day, Independence Day, Labor Day, Indigenous Peoples' Day).*

IGNITE

SIMULIVE · 8 WEEKS: 4 CLASSES UP TO 75 MIN + 4 UP TO 60 MIN · QUARTERLY

Eight weeks of daily prospecting and accountability that fill the pipeline. Also available Live Online for private groups of 20 or more.

Before class 1: submit the Success Questionnaire (decision within 24 hours) and watch the recorded Launch Party.

MONDAYS · 11:00 AM ET

Cohort	Dates	Classes
February	Feb 1 – Mar 22	Feb 1, Feb 8, Feb 16*, Feb 22, Mar 1, Mar 8, Mar 15, Mar 22
April	Apr 5 – May 24	Apr 5, Apr 12, Apr 19, Apr 26, May 3, May 10, May 17, May 24
July	Jul 6 – Aug 23	Jul 6*, Jul 12, Jul 19, Jul 26, Aug 2, Aug 9, Aug 16, Aug 23
October	Oct 4 – Nov 22	Oct 4, Oct 12*, Oct 18, Oct 25, Nov 1, Nov 8, Nov 15, Nov 22

** Moved for a Monday holiday. The July cohort's first class is Tuesday, Jul 6 at 3:00 PM ET.*

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SALES PERFORMANCE

EDGE™ and ELITE™

Grow purchase business with referral partners, then scale top production without adding hours.

EDGE™

LIVE ONLINE · 8 WEEKS: CLASS 1 IS 90 MIN, CLASSES 2–8 ARE 60 MIN · MONTHLY

Eight weeks of prospecting and production coaching from former top producers. Build lasting referral relationships and more purchase business, with weekly accountability.

Cohort	Launch Party	Classes	Day & time
January	Tue, Jan 5 · 11:00 AM ET	Jan 7 – Feb 25	Thursdays · 11:00 AM ET
February	Thu, Jan 28 · 2:00 PM ET	Feb 2 – Mar 23	Tuesdays · 2:00 PM ET
March	Tue, Mar 2 · 11:00 AM ET	Mar 4 – Apr 22	Thursdays · 11:00 AM ET
April	Thu, Apr 1 · 2:00 PM ET	Apr 6 – May 25	Tuesdays · 2:00 PM ET
May	Tue, May 4 · 11:00 AM ET	May 6 – Jun 24	Thursdays · 11:00 AM ET
June	Thu, Jun 3 · 2:00 PM ET	Jun 8 – Jul 27	Tuesdays · 2:00 PM ET
July	Thu, Jul 1 · 1:00 PM ET	Jul 8 – Aug 26	Thursdays · 11:00 AM ET
August	Thu, Jul 29 · 2:00 PM ET	Aug 3 – Sep 21	Tuesdays · 2:00 PM ET
September	Tue, Sep 7 · 11:00 AM ET	Sep 9 – Oct 28	Thursdays · 11:00 AM ET
October	Thu, Sep 30 · 2:00 PM ET	Oct 5 – Nov 23	Tuesdays · 2:00 PM ET
November	Tue, Nov 2 · 11:00 AM ET	Nov 4 – Dec 23*	Thursdays · 11:00 AM ET

** November: class 2 is Wednesday, Nov 10 (Veterans Day) and class 4 is Wednesday, Nov 24 (Thanksgiving), both at the usual time.*

ELITE™

LIVE ONLINE · 4 CLASSES, 90 MIN, EVERY OTHER WEEK · QUARTERLY

For top producers (100+ units a year) who want to scale without more hours. Taught by Casey "Blade" Cunningham, XINNIX Founder & CEO. Also available as a 1-day in-person workshop; accountability is included for private groups.

TUESDAYS · 11:00 AM ET

Cohort	Dates	Classes
February	Feb 9 – Mar 23	Feb 9, Feb 23, Mar 9, Mar 23
April	Apr 6 – May 18	Apr 6, Apr 20, May 4, May 18
July	Jul 6 – Aug 17	Jul 6, Jul 20, Aug 3, Aug 17
October	Oct 5 – Nov 16	Oct 5, Oct 19, Nov 2, Nov 16

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BUSINESS ENHANCEMENT

Sharpen the skills that win and keep business

Short, focused classes. Most run live on Zoom; select classes are also OnDemand in MyXINNIX.

Lead Conversion Masterclass

LIVE ONLINE OR ONDEMAND · 2 CLASSES, 90 MIN

Convert inquiries into applications without competing on rate. Live for groups of 10 or more.

THURSDAYS · 2:00 PM ET

Quarter	Class 1	Class 2
January	Jan 7	Jan 14
April	Apr 8	Apr 15
July	Jul 8	Jul 15
October	Oct 7	Oct 14

LinkedIn Authority Blueprint

LIVE ONLINE · 1 CLASS, 90 MIN · QUARTERLY

Build your personal brand and a referral engine on LinkedIn.

TUESDAYS · 11:00 AM ET

Jan 26, Apr 27, Jul 27, Oct 26

ENERGY™ Webinars

LIVE ONLINE · 60 MIN · MONTHLY, SECOND WEDNESDAY

One live hour a month of relevant, timely strategies you can put to work right away.

WEDNESDAYS · 12:00 PM ET

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
13	10	10	14	12	9	14	11	8	13	10	8

ONDEMAND IN MYXINNIX, ANYTIME

The Complete Loan Application

OnDemand · 90 min

Timely, complete, correct files that generate future business.

Powerful Presentations

OnDemand · 60 min

Presentations to referral-partner offices that win the room.

All times Eastern (ET): Central −1 hr · Mountain −2 hr · Pacific −3 hr. Dates are current as of November 2026.

LEADERSHIP

Business Development and Recruiting Workshop

Two programs that grow a branch: win more business and attract the talent to serve it. Take them together as the Leadership Program, or separately.

Business Development

LIVE ONLINE · 4 CLASSES, 60 MIN, WEEKLY · 4 TIMES A YEAR

Strategy to grow production, market share and new business across the branch.

Recruiting Workshop Online

LIVE ONLINE · ONE 4-HOUR SESSION · 4 TIMES A YEAR

A repeatable system to find, attract and win top talent, and keep them.

BUSINESS DEVELOPMENT: WEDNESDAYS · 11:00 AM ET
RECRUITING WORKSHOP: 12:00–4:00 PM ET

Cohort	Business Development classes	Recruiting Workshop
February	Feb 3, Feb 10, Feb 17, Feb 24	Wed, Mar 3
April	Apr 7, Apr 14, Apr 21, Apr 28	Wed, May 5
July	Jul 7, Jul 14, Jul 21, Jul 28	Wed, Aug 4
October	Oct 6, Oct 13, Oct 20, Oct 27	Wed, Nov 3

Ready to register?

Use the registration form on the XINNIX program registration page. Select the correct program and start date so we can confirm enrollment and send next steps.

Register: info.xinnix.com/program-registration/amp

Questions? Kevin "Speed" Pasch, Vice President of Sales, XINNIX · kpasch@xinnix.com · 678-737-3021

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