



**SUPER
SUCCEED**

CAREER DEVELOPMENT
FOR REALTORS

FALL 2023



SUPER SUCCEED

THURSDAYS 10AM-1PM
SHERWOODTOWNE BOARDROOM & ZOOM
4310 SHERWOODTOWNE BLVD. SUITE 200
MISSISSAUGA

Exclusive to members of RE/MAX SPECIALISTS & RE/MAX ENTERPRISES
SUPER SUCCEED is an agent development program presented by the
agents and leadership team members who excel at each topic.
Experienced agents drop-in. Mandatory for agents new to the business.

RE/MAX
realty **SPECIALISTS** INC.
BROKERAGE

RE/MAX
realty **ENTERPRISES** INC.
BROKERAGE



SESSION 1 | SEPTEMBER 21 FAST TRACK TO SUCCESS

Prioritize activities during a business day. Create a weekly work schedule based on solid priorities. Budget for success.

Please register to receive course material:

trisha.perdue@remaxspec.on.ca

SYLVIA PERDUE · Broker/Manager Sherwoodtowne

SAM SANDHU · Broker/Owner Caledon



SESSION 2 | SEPTEMBER 28 EFFECTIVE OPEN HOUSES

Organizing and promoting for a successful open house. Getting an appointment from an open house. Promoting yourself at an open house.

DAN SARACINI · Broker/Manager · Credit Valley

JEFF ATKINSON · Broker · Platinum Club

CLOUDIFY YOUR BUSINESS

Centralize your email, contacts, documents, and calendaring across all of your devices. Manage a paperless filing system using cloud storage, mobile scanning, signing & editing. Easy QR codes using REM.AX and so much more.

RYAN GILMOUR · Broker of Record/Owner

RE/MAX Enterprises



SESSION 3 | OCTOBER 5 SUCCESSFUL LEAD GENERATION

Learn the telephone canvassing skills for successful lead conversation. You will learn the scripts and why we use them. The importance of tonality and the art of asking effective questions to find motivation. Learn how to generate leads for your SOI, online leads and door to door canvassing.

PAUL FLETCHER · Broker of Record/Manager Millcreek

ALPER AHMET · Sales Representative · Leadership Team



SESSION 4 | OCTOBER 12 Hosted by SAM SANDHU GEOGRAPHIC FARMING

How to put farming into action to generate leads and business.

BRENDA APEL · Broker · Platinum Club

CHANTALLE CRONIN · Sales Representative · Platinum Club



SESSION 5 | OCTOBER 19 WORKING WITH BUYERS...TRIED, TRUSTED and TRUE

Creating a "Buyer Presentation" package. Getting a Buyer Representation Agreement commitment. Showing Homes. Closing the Buyer.

Please register to receive course material and lunch:

trisha.perdue@remaxspec.on.ca

SYLVIA PERDUE · Broker/Manager Sherwoodtowne

GRANT GILMOUR · Sales Representative · Chairman's Club



SESSION 6 | OCTOBER 26 SELLER COUNSELLING + THE LISTING PRESENTATION

Building rapport, trust and credibility. Determining motivation. Managing expectations. RE/MAX Listing presentation using MAX/Center & Agent Hub.

STACEY BEATTY · Broker/Manager Brampton

ALPER AHMET · Sales Representative · Leadership Team

MANJINDER SINGH · Broker · Diamond Club

SOCIAL MEDIA & GOOGLE REVIEWS

Social media is an integral component in building your brand and connecting with potential clients. Learn how to create a strong and consistent online presence with Instagram & Facebook. Then let's deep dive into how to strengthen your business by properly utilizing Google Reviews!

CHARLENE DE SILVA · Broker · Platinum Club Team

SHIVANI GANDHI · Broker



SESSION 7 | NOVEMBER 2 Hosted by AARON CRYDERMAN ACTUAL LISTING PRESENTATIONS

"THIS IS HOW WE DO IT"

Presented by top sales associates. How they do it and why they feel it works.

OLIVIA TORUN · Salesperson · Titan Club Team

PETER PAPOUSEK · Sales Representative · Pinnacle Club Team

WAHID AMIN · Broker · Platinum Club



SESSION 8 | NOVEMBER 9 RE/MAX TOOLBOX

Learn to put the RE/MAX brand to work for you. MAX/Center including Design Centre, RE/MAX Hustle, Photofy, brokerage training, and more.

SHARON CADDY · Broker · 100% Club

MELISSA VARGAS · Sales Representative · Chairman's Club Team

INTRODUCTION TO MAX/TECH BY kvCORE

kvCORE offers tools for lead generation, CRM, property listings management, and marketing automation. Learn how marketing automation tools help real estate professionals manage and nurture leads, automate marketing campaigns AND how to convert the leads into appointments.

ALPER AHMET · Sales Representative · Leadership Team



SESSION 9 | NOVEMBER 16 Hosted by AARON CRYDERMAN MARKETING

An overview of marketing strategies that are highly effective & economical. Traditional marketing combined with non-traditional prospecting, branding, and important tools to operate like a business instead of a salesperson.

EVELYN LACERDA · Broker · Chairman's Club

DOOR KNOCKING

All you need to know for successful door knocking.

SHAHAM AHMAD · Broker · Pinnacle Club Team

TEDDY SINGH · Broker of Record · Team Sukhvinder

VICK CHALIANE · Sales Representative · Team Sukhvinder





SESSION 10 | NOVEMBER 23

THE ART OF THE OFFER PRESENTATION

Strategies for selling + listing agents. Setting the stage for a successful negotiation. Handling multiple offer presentations, communication and the 801.

PAUL FLETCHER · Broker of Record/Manager Millcreek



SESSION 11 | NOVEMBER 30

GETTING THE LISTING AT THE RIGHT PRICE WITH A FULL COMMISSION

The pricing presentation. Managing resistance. Handling the commission objection.

SYLVIA PERDUE · Broker/Manager Sherwoodtowne



SESSION 12 | DECEMBER 7

Hosted by **CHARLENE DE SILVA**

LEAD GENERATION BY REFERRAL - HOW TO GET MORE LEADS FROM YOUR PAST CLIENTS AND FRIENDS

Working by Referral experts, Dayana & Angelo D'Amico share their experience and advice. This session will give new and experienced agents new insights into building their business by deepening their relationships.

DAYANA D'AMICO · Broker · Chairman's Club Team

ANGELO D'AMICO · Broker · Chairman's Club Team



SESSION 13 | DECEMBER 14

Hosted by **AARON CRYDERMAN**

PRE CONSTRUCTION

Discover the benefits of guiding your clients in investing in preconstruction condos. Topics to include explanation of the process, how to position yourself to receive allocations, securing finance years before possession, understanding how to leverage new condo sales into increased resale activity and of course the financial benefits of building a consistent stable income for years to come.

VICK WALIA · Broker · Chairman Club

ARIF MURJI · Broker · Diamond Club Team

INDER SINGH · Broker · Diamond Club Team



INTRODUCTION TO RURAL & RECREATIONAL PROPERTIES

An overview of listing and buying rural properties and issues to be aware of when dealing with recreational properties. How to protect yourself and your clients.

LYNDA HORNE · Broker · Platinum Club



SESSION 14 | DECEMBER 21

OBJECTION HANDLING

Turning objections into sales.

HELEN CRONIN · Sales Representative · Platinum Club

CHANTALLE CRONIN · Sales Representative · Platinum Club



INTRODUCTION TO COMMERCIAL

An overview of different aspects of commercial real estate from leasing to buying to selling

AARON CRYDERMAN · Broker/Manager Millcreek