

# SUPER SUCCEED

WINTER 2026



Exclusive to members of **REMAX SPECIALISTS & REMAX 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.

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



## SESSION 1 - FEBRUARY 5

### Realtor Life Unfiltered - The Uncut Version

- Prioritize activities during a business day
- Create a weekly work schedule based on solid priorities
- Budget for success
- Time management & routines

Please register to receive course material: [trisha.perdue@remaxspec.on.ca](mailto:trisha.perdue@remaxspec.on.ca)

**SYLVIA PERDUE - Broker/Manager - Sherwoodtowne**

**SAM SANDHU - Broker/Owner - Caledon**

## SESSION 2 - FEBRUARY 12

### Open House Success

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

**MICHAEL IRIOTAKIS - Sales Representative - 100% Club**

### Online Lead Generation & Leads By Referral

- Learn how and where to find high-quality online leads
- Convert leads into appointments with proven methods
- Use scripts that build trust and keep conversations going
- Ask the right questions to uncover real motivation
- Walk away with practical tools you can use immediately

**ALPER AHMET - Broker/Manager - Sherwoodtowne & Millcreek**

## SESSION 3 - FEBRUARY 19

### Working With Buyers...Tried, Trusted & True

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

**NATALIE WEED - Broker/Manager - Georgetown**

## SESSION 4 - FEBRUARY 26

### Client Retention & Referrals - How to Get More Leads From Your Past Clients & Friends - Hosted by Dan Saracini

- Working by Referral experts, 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**

**RICKY KHURANA - Broker - Platinum Club**

### Leveraging The Brand & REMAX Toolbox

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

**SHARON CADDY - Broker - 100% Club**

**MELISSA VARGAS - Sales Representative - Chairman's Club Team**

## SESSION 5 - MARCH 5

### Instagram Content & Canva

- How to show up authentically on Instagram and build trust through content that connects
- Using Canva to create eye-catching, on-brand marketing materials (without the design degree)
- Content ideas, time-saving tips, and systems to stay consistent and stand out
- Real examples and practical tools you can start using right away

**CHARLENE DE SILVA - Broker - Leadership Team**

**SHIVANI GANDHI - Broker - 100% Club**



## SESSION 6 - MARCH 12

### Geographic Farming - Hosted by Sylvia Perdue

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

**RAJWANT GILL - Broker - Platinum Club Team**

**JASS KHASRIA - Sales Representative - Platinum Club Team**

### Door Knocking

- All you need to know about door knocking

**SHAHAM AHMAD - Broker - Pinnacle Club Team**



## SESSION 7 - MARCH 26

### Getting The Listing And Full Commission

- Creating your listing presentation from MAXTECH Powered by Boldtrail
- Price it right
- Counselling seller
- Get full commission

**ALPER AHMET - Broker/Manager - Sherwoodtowne & Millcreek**

**SYLVIA PERDUE - Broker/Manager - Sherwoodtowne**

**STACEY BEATTY - Broker/Manager - Brampton**

## SESSION 8 - APRIL 2

### Winning Listing Presentations -

### Hosted by Charlotte Forget Langlade

- Presented by top sales associates
- How they do it and why they feel it works
- Actual Listing Presentations

**JOSH MEDEIROS - Sales Representative - Platinum Club Team**

**LISA TULIPANO - Sales Representative - Platinum Club Team**

**PETER PAPOUSEK - Sales Representative - Pinnacle Club Team**

**WAHID AMIN - Broker - Platinum Club**



## SESSION 9 - APRIL 9

### Real Estate Tech Tools

- Intro to MAXTECH powered by Boldtrail
- Communicating your brand
- Promoting your business
- Organizing your contacts and database
- Personalize campaigns
- Leverage present & editing your website

**ALPER AHMET - Broker/Manager - Sherwoodtowne & Millcreek**

### Implementing AI and the Cloud into your Business

- Centralize your email, contacts, calendar, and files on all devices
- Go paperless with mobile scanning, signing, and editing
- Use cloud storage to organize and manage files
- Create REMAX-branded QR codes quickly
- How to use ChatGPT to support your business
- New AI tools to boost your business

**RYAN GILMOUR - Broker of Record/Owner - REMAX Enterprises**





## SESSION 10 - APRIL 16

### Country, Cottage & Heritage - Hosted by Charlotte Forget Langlade

- An overview of listing and buying rural properties
- Issues to be aware of when dealing with recreational properties
- How to protect yourself and your clients
- Septic & well water

**LINDA HORNE - Broker - Platinum Club**



### Objection Handling

- Know exactly what to say when an objection comes up
- Control the conversation and keep it moving toward the close
- Uncover the real objection instead of chasing surface excuses
- Use proven scripts to handle any stall or delay
- Turn objections into appointments and signed contracts

**HELEN CRONIN - Sales Representative - Platinum Club**

**CHANTALLE CRONIN - Sales Representative - Platinum Club**



## SESSION 11 - APRIL 23

### Mastering Fintrac Compliance

- An overview of FINTRAC compliance
- Recent changes to the FINTRAC reporting requirements
- Client ID and receipt of funds
- How to manage your transactions electronically from start to finish

**CHARLOTTE FORGET LANGLADE - Broker of Record/Manager - Millcreek**



### Top 25 Pitfalls To Avoid With TRESA, RECO & Real Estate Boards

- Discover the TOP 25 reasons agents get fined, from rule-breaking to subtle mistakes that can all cost you a lot!
- Learn how to avoid these pitfalls
- Maintain professionalism
- Stay ahead of the "Real Estate Cops", and keep your money in your own pocket.

**CHARLOTTE FORGET LANGLADE - Broker of Record/Manager - Millcreek**

**RYAN GILMOUR - Broker of Record/Owner - REMAX Enterprises**



## SESSION 12 - APRIL 30

### Introduction To Commercial - Hosted by Natalie Weed

- An overview of different aspects of commercial real estate from leasing to buying to selling
- What is Co-star and how it can work for you

**CHARANJIT BRAR - Broker - Chairman's Club**

**RUSSELL ROBSON - Broker - Chairman's Club**

**AARON CRYDERMAN - Broker - Platinum Club**