

SUPER SUCCEED

FALL 2025



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 - SEPTEMBER 4

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

SYLVIA PERDUE - Broker/Manager - Sherwoodtowne

SAM SANDHU - Broker/Owner - Caledon

SESSION 2 - SEPTEMBER 11

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 - SEPTEMBER 18

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 - SEPTEMBER 25

Client Retention & Referrals - How to Get More Leads From Your Past Clients & Friends - Hosted by Stacey Beatty

- 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

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 - OCTOBER 2

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 - OCTOBER 9

Geographic Farming - Hosted by Sylvia Perdue

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

MIKE MAJESKI - Broker - Diamond Club

GARY BETTS - Broker - Diamond Club

Door Knocking

- All you need to know about door knocking
- SHAHAM AHMAD - Broker - Pinnacle Club Team**



SESSION 7 - OCTOBER 16

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 - OCTOBER 23

Winning Listing Presentations - Hosted by Dan Saracini

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

STEPHANIE HOWELL - Sales Representative - Titan Club Team

CAITLIN HOWELL - Sales Representative - Titan Club Team

PETER PAPOUSEK - Sales Representative - Pinnacle Club Team



SESSION 9 - OCTOBER 30

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

Cloudify Your Business: Modernize how you work with smart, cloud-based tools

- 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
- Collaborate and share in real time
- Keep everything secure and backed up

RYAN GILMOUR - Broker of Record/Owner - REMAX Enterprises





SESSION 10 - NOVEMBER 6

Country & Cottage - 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

WAHID AMIN - Broker - Platinum Club



SESSION 11 - NOVEMBER 13

Mastering Fintrac Compliance & Transaction Desk

- 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

TRISHA PERDUE - Broker - Administrator - Sherwoodtowne



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 - NOVEMBER 20

Introduction To Commercial

- 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

NATALIE WEED - Broker/Manager - Georgetown



Wrap up Party - Hosted by The Leadership Team