



— SPRING 2023 —

# SUPER SUCCEED

career development  
for realtors

**THURSDAYS**  
**10AM - 1PM**

**4310 SHERWOODTOWNE BLVD.  
SUITE #200, MISSISSAUGA  
BOARDROOM AND ZOOM**

Exclusive to members of RE/MAX SPECIALISTS + RE/MAX ENTERPRISES  
SUPER SUCCEED is an agent development program presented by the agents and managers who excel at each topic. Experienced agents drop-in. Mandatory for agents new to the business. Agents who are new to RE/MAX must attend all sessions to receive a Certificate of Completion and be eligible for 3 free months from RE/MAX Canada after one year with RE/MAX.

**RE/MAX** | realty  
SPECIALISTS by  
brokerage

**RE/MAX** | realty  
ENTERPRISES by  
brokerage



## SESSION 1 | MARCH 2

### YOUR BUSINESS PLAN FOR 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](mailto:trisha.perdue@remaxspec.on.ca)

*SYLVIA PERDUE · Broker/Manager Sherwoodtowne*  
*SAM SANDHU · Broker/Owner Caledon*



## SESSION 2 | MARCH 9

### 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*



### MANAGING YOUR DIGITAL WORLD

Learn how to centralize your email across all of your devices, manage a paperless filing system using cloud storage and sign + edit your documents using PDF Expert for iPad + other tools for Android RE/MAX tool kit.

*RYAN GILMOUR · Broker of Record/Owner*  
*RE/MAX Enterprises*



## SESSION 3 | MARCH 23

### SUCCESSFUL LEAD GENERATION

A discussion of the many ways to prospect for new leads and build your business pipeline. Identify your natural abilities and focus your time on the money making activities you enjoy. Practical skills in identifying motivation, Telephone calling and door canvassing.

*JODI GILMOUR · Broker/Owner RE/MAX Enterprises*  
*PAUL FLETCHER · Broker of Record/Manager Millcreek*



## SESSION 4 | MARCH 30

### GEOGRAPHIC FARMING

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

*SAM SANDHU · Broker/Owner Caledon*  
*CHANTALLE CRONIN · Salesperson · Platinum Club*



## SESSION 5 | APRIL 6

### LUNCH SERVED

### 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](mailto:trisha.perdue@remaxspec.on.ca)

*SYLVIA PERDUE · Broker/Manager Sherwoodtowne*

## SESSION 6 | APRIL 13

### SELLER COUNSELLING + THE LISTING PRESENTATION

Building rapport, trust and credibility. Determining motivation. Managing expectations. RE/MAX Listing Presentation using MaxCenter and Agent Hub.

*STACEY BEATTY · Broker/Manager Brampton*  
*SHARON CADDY · Broker · 100% Club*  
*MANJINDER SINGH, Broker · Diamond Club*

### VIDEO AND SOCIAL MEDIA

In an ever-evolving industry, social media is increasingly becoming an integral component and consideration. In this deep dive, learn how to hit the ground running with Facebook, Instagram and video marketing to generate leads and build a strong and consistent online presence.

*CHARLENE DE SILVA · Broker · Platinum Club Team*  
*SHIVANI GANDHI · Broker*



## SESSION 7 | APRIL 20

### ACTUAL LISTING PRESENTATIONS

#### "THIS IS HOW WE DO IT!"

#### Hosted by Jodi Gilmour

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

*PETER PAPOUSEK · Sales Representative · Pinnacle Club*  
*OLIVIA TORUN · Salesperson · Titan Club*  
*GRANT GILMOUR · Sales Representative · Chairman's Club*



## SESSION 8 | APRIL 27

### RE/MAX Toolbox

Learn to put the value of the RE/MAX brand to work for you. MaxCenter including Design Centre, RE/MAX Hustle, Photofy, brokerage training, etc.

### Introduction to MAX/Tech by kvCORE

Learn how to set up, generate and convert online leads with MAX/Tech powered by kvCORE and take your business to the next level with RE/MAX's new CRM

*SHARON CADDY · Broker · 100% Club*  
*MELISSA VARGAS · Sales Representative · Chairman Club*  
*ALPER AHMET · Sales Representative · Leadership Team*



## SESSION 9 | MAY 4

### MARKETING

#### Hosted by Aaron Cryderman

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

*EVELYN LACERDA · Broker · Platinum Club*



### DOOR KNOCKING

All you need to know for successful door knocking.

*HARDIP GHAG · Broker · Chairman Club*  
*PETER PAPOUSEK JR. · Sales Representative*  
*Pinnacle Club Team*





## SESSION 10 | MAY 11

### 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 | MAY 18

### 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 | MAY 25

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

Hosted by Jodi Gilmour

Working by Referral experts, Dayana & Angelo D'Amico are interviewed by Buffini Mentor Jodi Gilmour in this discussion-based tell-all that will give new and experienced agents new insights into building their business by deepening their relationships.

*DAYANA & ANGELO D'AMICO · Brokers Platinum Club Team*

## SESSION 13 | JUNE 1

### PRE CONSTRUCTION Hosted by Aaron Cryderman

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 · Titan Club*

*AREF 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.

*LINDA HORNE · Broker Platinum Club*



## SESSION 14 | JUNE 8

### OBJECTION HANDLING

Turning objections into sales.

*HELEN CRONIN · Salesperson · Platinum Club*

*JOE BATTAGLIA · Broker · Titan Club*

### INTRODUCTION TO COMMERCIAL

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

*AARON CRYDERMAN · Broker/Manager Millcreek*

