



— WINTER/SPRING 2022 —

SUPER SUCCEED

career development
for realtors

THURSDAYS
10AM - 1PM



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.

RE/MAX | realty
SPECIALISTS SM
brokerage

RE/MAX | realty
ENTERPRISES SM
brokerage



SESSION 1 | FEBRUARY 3

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

SYLVIA PERDUE · Broker/Manager Sherwoodtowne

SAM SANDHU · Broker/Owner Caledon



SESSION 2 | FEBRUARY 10

VIRTUAL OPEN HOUSES

Virtual Open Houses are not so different from a live open house. Prepare to reach a target audience, perform a successful virtual open house, and finally how to follow-up on any potential leads.

HELEN CRONIN · Salesperson · Platinum Club

CHANTALLE CRONIN · Salesperson · Platinum Club



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

MIKE SARACINI · Salesperson · 200% Club



SESSION 3 | FEBRUARY 17

WEBFORMS

Webforms - How to create a transaction kit, listings, buyer's representation, confirmation of co-operation, offer, waivers, etc.

AARON CRYDERMAN · Broker/Manager Millcreek

TRANSACTION DESK & FINTRAC

Fintrac - How to stay compliant, and the basics of what's required. Client ID and receipt of funds. How to manage your transactions electronically from start to finish.

TRISHA PERDUE · Broker/Administrator Sherwoodtowne



SESSION 4 | FEBRUARY 24

FINANCES FOR AGENTS - BUILDING YOUR WEALTH

Money management, financial literacy and creating a foundation for personal wealth and financial success

KEVIN COCHRAN · Co Founder - Enriched Academy



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 5 | MARCH 3

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 and door canvassing.

JODI GILMOUR · Broker/Owner RE/MAX Enterprises

PAUL FLETCHER · Broker of Record/Manager Millcreek

SESSION 6 | MARCH 10

GEOGRAPHIC FARMING - Hosted by Dan Saracini

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

THE SUKHVINDER SINGH TEAM Pinnacle Club

CHANTALLE CRONIN · Salesperson · Platinum Club



SESSION 7 | MARCH 17

WORKING WITH BUYERS, PART 1 + 2

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

Please register to receive course material: trisha.perdue@remaxspec.on.ca

SYLVIA PERDUE · Broker/Manager Sherwoodtowne



SESSION 8 | MARCH 24

SELLER COUNSELLING + THE LISTING PRESENTATION

Building rapport, trust and credibility. Determining motivation. Managing expectations. RE/MAX Launchpad Listing Presentation.

Please register to receive course material: sheri.oliveira@remaxspec.on.ca

STACEY BEATTY · Broker/Manager Brampton

SHARON CADDY · Sales Representative · 100% Club



SESSION 9 | MARCH 31

ACTUAL LISTING PRESENTATIONS

"THIS IS HOW WE DO IT!"

Hosted by Ryan Gilmour

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

PETER PAPOUSEK · Sales Representative · Pinnacle Club

HELEN CRONIN · Salesperson · Platinum Club

OLIVIA TORUN · Salesperson · Titan Club



SESSION 10 | APRIL 7

RE/MAX Toolbox - Hosted by Stacey Beatty

Learn the value of the Re/Max brand. Re/Max Launchpad including Design Centre, LeadStreet, Re/Max Hustle, Photofy

SHARON CADDY · Sales Representative · 100% Club

MELISSA VARGAS · Sales Representative · Chairman Club



SESSION 11 | APRIL 14

FSBO (FOR SALE BY OWNER)

How to contact them. How to get an appointment. How to get the listing!

SAM SANDHU · Broker/Owner Caledon



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 12 | APRIL 21

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 13 | APRIL 28

VIDEO AND SOCIAL MEDIA

Hosted by Paul Fletcher

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 · Sales Representative · 100% Club

CALVIN ONILLA · Sales Representative · Chairman Club

SHIVANI GANDHI · Broker

SESSION 14 | MAY 5

Hosted by Stacey Beatty

MINDSET How mindset stores your thoughts and beliefs that shape your thought habits and attitude. How your thought habits affect how you think, what you feel, and what you do to achieve desired success you want. Your mind-set impacts how you make sense of the world, and how you make sense of you.

NEW CONSTRUCTION AND ASSIGNMENT SALES How to sell new condos + overcoming challenges. How to leverage new home sales for wealth creation + many new strategies. *ASH TEWARY · Salesperson · Titan Club*



SESSION 15 | MAY 12

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

Working by Referral expert, Jill Merry, is 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.

JODI GILMOUR · Broker/Owner RE/MAX Enterprises

JILL MERRY - Sales Representative - Titan Club

SESSION 16 | MAY 19

THE ART OF THE OFFER PRESENTATION

Strategies for selling + listing agents. Setting the stage for a successful outcome. Multiple offer presentations.

PAUL FLETCHER · Broker of Record/Manager Millcreek RE/MAX Specialists



SESSION 17 | MAY 26

OBJECTION HANDLING

Turning objections into sales.

HELEN CRONIN · Salesperson · Platinum Club

JOE BATTAGLIA · Broker · Titan Club



INTRODUCTION TO COMMERCIAL

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

AARON CRYDERMAN · Broker/Manager Millcreek