



SUPER SUCCEED

CAREER DEVELOPMENT
FOR REALTORS

FALL 2024



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 26

A DAY IN THE LIFE OF A REALTOR

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 | OCTOBER 3

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



WORKING WITH BUYERS...TRIED, TRUSTED and TRUE

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

NATALIE WEED · Broker/Manager · Georgetown



SESSION 3 | OCTOBER 10

ON LINE LEAD GENERATION & LEADS BY REFERRAL

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.

ALPER AHMET · Sales Representative · Leadership Team



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 4 | OCTOBER 17

Hosted by Sam Sandhu GEOGRAPHIC FARMING

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

CHANTALLE CRONIN · Sales Representative · Platinum Club
MIKE MAJESKI · Broker · Diamond Club



SESSION 5 | OCTOBER 24

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 6 | OCTOBER 31

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



SESSION 7 | NOVEMBER 7

MASTERING FINTRAC COMPLIANCE & TRANSACTION DESK

An overview of FINTRAC compliance and the most recent changes to the FINTRAC Regime materials and 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

OBJECTION HANDLING

Turning objections into sales.

HELEN CRONIN · Sales Representative · Platinum Club
CHANTALLE CRONIN · Sales Representative · Platinum Club



SESSION 8 | NOVEMBER 14

Hosted by CHARLOTTE FORGET LANGLADE

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

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



SESSION 9 | NOVEMBER 21

INSTAGRAM CONTENT CREATION & GOOGLE REVIEWS

Social media is an integral component in building your brand and connecting with potential clients. Learn how to create a strong online presence with Instagram, then let's dive into content creation to ensure you are consistently creating unique and valuable assets for your audience. End the day learning how to strengthen your business by properly utilizing Google Reviews!

CHARLENE DE SILVA · Broker · Leadership Team
SHIVANI GANDHI · Broker



SESSION 10 | NOVEMBER 28

INTRODUCTION TO MAX/TECH BY kvCORE + CMA IN REALM

kvCORE is a comprehensive real estate platform designed to streamline and enhance various aspects of the industry, including lead generation, CRM, and marketing. Alper will show you how to leverage kvCORE's features with his experience of 15 years of online lead generation and conversion. This is good for beginners and experienced real estate agents.

ALPER AHMET · Sales Representative · Leadership Team

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 RE/MAX and so much more.

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





SESSION 11 | DECEMBER 5

Hosted by CHARLENE DE SILVA

DOOR KNOCKING

All you need to know about door knocking

SHAHAM AHMAD · Broker · Pinnacle Club Team

JASBIR SINGH · Sales Representative · 100% Club



SESSION 12 | DECEMBER 12

Hosted by NATALIE WEED

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 · Sales Representative · Titan Club Team

PETER PAPOUSEK · Sales Representative · Pinnacle Club Team

STEPHANIE HOWELL · Sales Representative · Titan Club Team

CAITLIN HOWELL · Sales Representative · Titan Club Team



SESSION 13 | JANUARY 9

Hosted by Ryan Gilmour

PRE CONSTRUCTION & ASSIGNMENT SALES

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.

JUSTIN BOSIO - Broker



INTRODUCTION TO COMMERCIAL

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

CHARANJIT BRAR - Broker - Chairman's Club

RUSSELL ROBSON - Broker - Chairman's Club



SESSION 14 | JANUARY 16

AI IN REAL ESTATE

AI is changing and increasing its capabilities rapidly, learn how you can use AI in your business effectively without losing the personal touch with your clients.

ANDREW FOGLIATO - Owner of Just Sell Homes & Real Estate Magazine.ca



TOP 25 PITFALLS TO AVOID WITH TRESA, RECO AND 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 · RE/MAX Enterprises