



— WINTER/SPRING 2020 —

# SUPER SUCCEED

learning + development  
for realtors

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

4310 SHERWOODTOWNE BLVD  
SUITE #200 · MISSISSAUGA

Exclusive to members of RE/MAX SPECIALISTS + RE/MAX ENTERPRISES, SUPER SUCCEED is an agent development program taught by the agents and managers who excel at each topic. Drop-in for experienced agents. Mandatory for agents new to the business.

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

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



## SESSION 1 | FEBRUARY 20

### YOUR BUSINESS PLAN FOR SUCCESS 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. Start building a business development plan with your best sources of leads.

*SYLVIA PERDUE · Broker/Manager Sherwoodtowne*

*SAM SANDHU · Broker/Owner Caledon*



## SESSION 2 | FEBRUARY 27

### 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*



### WEBFORMS + FINTRAC

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

Fintrac - How to stay compliant, and the basics of what's required.

Client ID and receipt of funds.

*AARON CRYDERMAN · Broker/Manager Millcreek*



## SESSION 3 | MARCH 5

### 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 4 | MARCH 12 | 1PM-3PM

### LEAD GENERATION SYSTEMS - LIVE COLD CALLING

This session will be held at 6850 Millcreek Drive, Mississauga in the Boardroom

*LYNDA COWAN · Salesperson · Chairman's Club*

*ROLAND GASPARI · Broker/Manager Sherwoodtowne*

## MARCH 19 - MARCH BREAK - NO SESSION



## SESSION 5 | MARCH 26

### GEOGRAPHIC FARMING

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

*HELEN CRONIN · Salesperson · Chairman's Club*

*CHANTALLE CRONIN · Salesperson · Platinum Club*



## SESSION 6 | APRIL 2

### 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 7 | APRIL 9 | 10AM - 3PM

### WORKING WITH BUYERS, PART 1 + 2

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

*SYLVIA PERDUE · Broker/Manager Sherwoodtowne*



## SESSION 8 | APRIL 16

### SELLER COUNSELLING + THE LISTING PRESENTATION

Building rapport, trust and credibility. Determining motivation. The "Power Sequence". Managing expectations.

*STACEY BEATTY · Broker/Manager Brampton & Caledon*



## SESSION 9 | APRIL 23

### ACTUAL LISTING PRESENTATIONS

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

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

*JOE BATTAGLIA · Broker · Titan Club*

*BRIAN KHATAMBAKSHH · Salesperson · Platinum Club*

*OLIVIA TORUN · Salesperson · Titan Club*



## SESSION 10 | APRIL 30

### 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 · Platinum Club*

*BRYAN CHANA · Salesperson · Platinum Club*



## SESSION 11 | MAY 7

### 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 14

### 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 · RE/MAX Enterprises · 100% Club*  
*CALVIN ONILLA · RE/MAX Enterprises · 200% Club*



## SESSION 13 | MAY 21

### MARKETING

Whether you are a beginner or an experienced agent, learn low cost dynamic techniques that will kick start your business. Learn how to avoid the costly mistakes everyone makes.

*EVELYN LACERDA · Broker · Platinum Club*



## SESSION 14 | MAY 28

### 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 14 | MAY 28

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

How to create a client experience that will encourage your sphere to connect you with their friends, family, community, and neighbours who are looking to move.

*JODI GILMOUR · Broker/Owner RE/MAX Enterprises*



## SESSION 15 | JUNE 4

### THE ART OF THE OFFER PRESENTATION

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

*PAUL FLETCHER · Broker of Record/Manager Millcreek*



## SESSION 16 | JUNE 11

### OBJECTION HANDLING

Turning objections into sales.

*WAHID AMIN · Broker · Platinum Club*  
*JOE BATTAGLIA · Broker · Titan Club*



## SESSION 17 | JUNE 18

### ACTUAL LISTING PRESENTATIONS

“THIS IS HOW WE DO IT!”

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

*PETER PAPOUSEK · RE/MAX Enterprises · Diamond Club*



## SESSION 17 | JUNE 18

### INTRODUCTION TO COMMERCIAL

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

*AARON CRYDERMAN · Broker/Manager Millcreek*