



— SPRING 2021 —

# SUPER SUCCEED

learning + development  
for realtors

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



**zoom**

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 | MARCH 4

### 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 11

### 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 · 100% Club*



### VIRTUAL OPEN HOUSES

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

*HELEN CRONIN · Salesperson · Titan Club*

*CHANTALLE CRONIN · Salesperson · Platinum Club*



## SESSION 3 | MARCH 18

### 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*

### TRANSACTION DESK

How to manage your transactions electronically from start to finish.

*TRISHA PERDUE · Broker/Administrator Sherwoodtowne*



## SESSION 4 | MARCH 25

### FINANCES FOR AGENTS - BUILDING YOUR WEALTH

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

*KEVIN COCHRANE · 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 | APRIL 1

### GEOGRAPHIC FARMING

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

*THE SUKHVINDER SINGH TEAM Diamond Club*

*CHANTALLE CRONIN ·*

*Salesperson · Platinum Club*



## SESSION 6 | APRIL 8

### 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 RE/MAX Specialists*



## SESSION 7 | APRIL 15

### WORKING WITH BUYERS, PART 1 + 2

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

Please register to receive course material: [trisha.perdue@remaxspec.on.ca](mailto:trisha.perdue@remaxspec.on.ca)

*SYLVIA PERDUE · Broker/Manager Sherwoodtowne*



## SESSION 8 | APRIL 22

### 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](mailto:sheri.oliveira@remaxspec.on.ca)

*STACEY BEATTY · Broker/Manager Brampton*

*SHARON CADDY · Sales Representative · 100% Club*



## SESSION 9 | APRIL 29

### 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 · Sales Representative · Pinnacle Club*

*HELEN CRONIN · Salesperson · Titan Club*

*OLIVIA TORUN · Salesperson · Platinum Club*



## SESSION 10 | MAY 6

### RE/MAX Toolbox

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

*SHARON CADDY · Sales Representative · 100% Club*

*MELISSA VARGAS · Sales Representative · 100% Club*



## SESSION 11 | MAY 13

### 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*

*PETER PAPOUSEK JR. · Sales Representative · Diamond Club*



## SESSION 12 | MAY 20

### GETTING THE LISTING AT THE RIGHT PRICE WITH A FULL COMMISSION

The pricing presentation. Managing Resistance. Handling the commission objection.

*MIKE KOWALSKI · Sales Representative · 100% Club*



## SESSION 13 | MAY 27

### 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 · Sales Representative · 100% Club*

*CALVIN ONILLA · Sales Representative · Titan Team*



## SESSION 14 | JUNE 3

### 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*



### 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 | JUNE 10

### 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 | JUNE 17

### 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 RE/MAX Specialists*



## SESSION 17 | JUNE 24

### OBJECTION HANDLING

Turning objections into sales.

*WAHID AMIN · Broker · Platinum Club*

*HELEN CRONIN · Salesperson · 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*