



— FALL/WINTER 2022 —

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. 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 | SEPTEMBER 29

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 | OCTOBER 6

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



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
SHIVANI GANDHI · Broker



SESSION 3 | OCTOBER 13

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 4 | OCTOBER 20

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 5 | OCTOBER 27 10-2

LUNCH SERVED

WORKING WITH BUYERS...TRIED, TRUSTED and TRUE

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

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

SYLVIA PERDUE · Broker/Manager Sherwoodtowne



SESSION 6 | NOVEMBER 3

SELLER COUNSELLING + THE LISTING PRESENTATION

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

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

STACEY BEATTY · Broker/Manager Brampton

SHARON CADDY · Broker · 100% Club



SESSION 7 | NOVEMBER 10

ACTUAL LISTING PRESENTATIONS

“THIS IS HOW WE DO IT!”

Hosted by **Aaron Cryderman**

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

WAHID AMIN · Broker · Platinum Club

PETER PAPOUSEK · Sales Representative · Pinnacle Club

OLIVIA TORUN · Salesperson · Titan Club



SESSION 8 | NOVEMBER 17

RE/MAX Toolbox

Learn the value of the Re/Max brand.

Re/Max MaxCenter, design Centre, LeadStreet, Re/Max Hustle, Photofy

SHARON CADDY · Broker · 100% Club

MELISSA VARGAS · Sales Representative · Chairman 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 9 | NOVEMBER 24

MARKETING - Hosted by Alper Ahmet

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

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 | DECEMBER 1

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





SESSION 11| DECEMBER 8

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 | DECEMBER 15

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 13 | JANUARY 5

MINDSET - Hosted by Sam Sandhu

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.

ASH TEWARY · Broker · Titan Club



INTRODUCTION TO RURAL & RECREATIONAL PROPERTIES

This session will cover an overview of listing and buying rural and recreational properties. How to protect yourselves and your clients.

LINDA HORNE · Broker · Platinum Club



SESSION 14 | JANUARY 12

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