



2009-2010
RE/MAX metro-city
training schedule

*Increase your competitive edge
with RE/MAX metro-city in-house training.
Knowledge is Power.*

We've invested in your success!

SPECIAL EVENTS



Fall Connect (O-A sponsored event, Toronto)

Wed. & Th. Sept. 30-Oct. 1 **Location: Westin Harbour Castle in Toronto**

RE/MAX'S New premier event to reconnect with current industry trends & markets.

- **Admission is free** and breakfast & lunch are included
 - Network with **500+** of your **industry peers** and educate yourself in dynamic sessions
 - Featuring **Craig Alexander** and **David Knox** as speakers
 - Learn about the latest & greatest technologies for **RIM, Sony Ericsson, iPhone**, etc.
- Log on to BestAgent.ca to register.**



Trading Secrets Ottawa (O-A sponsored event)

Wed., Oct. 28 - 8:30am to 2:15pm **Location: Hilton Lac Leamy in Gatineau**

Learn the secrets to success from a select panel of RE/MAX agents with the help of moderator **Shirley Porter**, a successful sales agent and brokerage manager. This is a **complimentary event** which includes a networking lunch.

Log on to BestAgent.ca to register before October 21, 2009.

CREDIT COURSES

**2 Credit Course: Underwriting Real Estate Financing

NEW

Wed., Oct. 7 - 9:30am to 11:30am

(sponsored by **Dana Mason, AMP**
Regional Franchise Manager,
Senior Mortgage Advisor)



Looking closely at underwriting applications during a difficult economic time. Some examples are reviewed to better assess & demonstrate the importance of a "holistic" approach to underwriting.

**3 Credit Course: Demystifying the Mortgage Process & Increasing your Competitive Edge

Wed., Jan. 13 - 9:00am to 12:00pm

(sponsored by **Dana Mason, AMP**
Regional Franchise Manager,
Senior Mortgage Advisor)



What lenders and insurers look for in an application and how you can market yourself better in this competitive market. Same course presented last fall & received rave reviews.

GENERAL MEETING **2 Credit Course: Harmonized Sales Tax: Good News & Bad News

Fri., Oct. 16 - 8:00am to 12:00pm **Location: Hellenic Meeting & Reception Center, 1315 Prince of Wales Dr.**

HST is coming July 1, 2010 whether you want it or not!

- Understand how much the tax will be
- Know how the tax will impact commissions
- Be aware of the implications of the HST on the sale of properties
- See the advantages for business in the implementation of the new tax
- Know what the government's motives were in accepting this form of taxation
- **Be able to explain the implications of the tax to consumers**

Presented by: Lou Radomsky

Buyers are Liars - Understanding Buyers' Needs



Th., Oct. 15 - 9:30am to 11:30am
Wed., Feb. 10 - 9:30am to 11:30am

Get the latest buyer presentation and learn how to build loyalty with Buyers, stay in touch and turn them into clients for life. Customizable presentation provided on CD.

Hiring an Assistant



Tue., Nov. 10 - 9:30am to 11:00am
Wed., Jan. 27 - 9:30am to 11:00am

Are you spending too much time doing paperwork? Have no experience in HR? Understand the benefits to hiring an assistant, learn where and how to advertise for the best results. Utilize personality profiling to ensure you get the right person for the job. This course will save you time.

Investment Properties

NEW



Wed., Nov. 18 - 9:30am to 11:30am

Learn to draft an Agreement of Purchase & Sale for a duplex to a 10+ unit building with confidence. Understand what lenders & lawyers are looking for to ensure a smooth transaction. Learn how to protect the Seller & Buyer from the initial offer to closing & beyond. If you plan to sell investment properties don't miss this course!

Getting to YES



Th., Nov. 19 - 9:30am to 11:30am
Wed., Feb. 17 - 9:30am to 11:30am

There are many objections in the marketplace but knowing how to anticipate them and overcome them will help your bottom line. Gain the confidence and dialogues you need to overcome many common objections.



Create your Own Multimedia Marketing Products Using Design Center

Wed., Oct. 21 - 9:30am to 11:30am
Wed., Dec. 9 - 9:30am to 11:30am

You will create your own multimedia marketing products using Design Center Templates - web commercial, dynamic feature sheets, & newsletters. * Requirements: laptop (with Adobe Flashplayer installed), your Mainstreet ID and password, your professional photograph. You may use your newest listing photos, or utilize the stock photos in Design Center.

Social Networking

NEW



Wed., Nov. 25 - 9:30am to 11:30am
Wed., Jan. 20 - 9:30am to 11:30am

Like it or not social networking is here to stay. Understand social media and how it can work for you: Twitter, Blogs, Facebook. How to get started, key points in using it effectively and managing your time.

Marketing Round Table

NEW



Th., Nov. 26 - 9:30am to 11:30am

This 2 hour brainstorming session is ideal for anyone wanting to share ideas and learn from their peers. Bring your marketing materials to be critiqued and tweaked and an open mind to learn new ways of reaching clients.

Profiting from Economic Cycles

NEW



Th., Dec. 3 - 9:30am to 11:30am
Wed., Feb. 3 - 9:30am to 11:30am

Understand where you are in your business and where you are headed. This course is ideal for Salespeople who are entrepreneurs and want to get serious about running their career as a business.

List to Last



Wed., Dec. 16 - 9:30am to 11:30am
Wed., Feb. 24 - 9:30am to 11:30am

All relevant aspects of the Listing process will be reviewed including pre-listing packages, pre-listing appointment to inspecting the home, preparation of the CMA, effective listing presentation using RE/MAX resources, and getting the listing signed. Each attendee will leave with customizable course materials and a sample listing presentation on CD.



September 2009

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January 2010

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