

# RE/MAX invests in your success

No other real estate organization has impacted the marketplace as much as RE/MAX. Canadian consumers from coast to coast are relying on the professionalism of RE/MAX salespeople for their real estate needs.

This is your opportunity to become part of the most successful real estate organization in the world.

We are willing to invest in your future by:

- ✔ guiding you through the licensing process
- ✔ providing corporate and office orientation during your licensing process
- ✔ assigning a trained facilitator to be your mentor
- ✔ providing an eight-week activities-based business start-up program based on the day-to-day activities of a professional RE/MAX Realtor®
- ✔ providing access to ongoing career development



*"The Succeed Agent Mentoring Program gave me the tools and knowledge that I needed to be able to jump start my new career in real estate, even surpassing my goal set for the year in the first six months."*

Andrew McGregor, RE/MAX Garden City Realty

*"Entering the real estate business is like entering a huge maze with endless twists and turns. To reach the end, light, measured steps with expert guidance are required. RE/MAX showed me direction through their years of experience and research, all compiled in a bundle called Succeed. Succeed really guided me through the amazing market of real estate. I am thankful to RE/MAX, who gave me confidence and success through their Succeed program."*

Ali Zehri, RE/MAX Professionals

*"This program helped me to focus on what it takes to be successful. It is a great program to work with. In a very short time the deals started rolling in."*

Kathy McFadden, RE/MAX Ability Real Estate Ltd.

*"Our business increased beyond our expectations and hopefully this will put us in the 'Platinum' level."*

Bud and Nancy Calder, RE/MAX Ability Real Estate Ltd.

*"I like the Succeed program. It seems like a more focused approach to real estate and to me it seems quite superior to other programs."*

Adi Davidesco, RE/MAX Condos Plus Corp.



**RE/MAX**®

Ontario-Atlantic Canada Inc.  
www.remax-oa.com

Each office independently owned and operated.



# Tap into our experience

Building a professional real estate career with RE/MAX



**succeed**

Agent Mentoring Program.

# The right start

A start with RE/MAX will give you the ability to earn a higher income quickly and, more importantly, build a successful business right from the start.

RE/MAX has developed the industry-leading SUCCEED Agent Mentoring Program specifically for individuals wanting to pursue a successful and professional career in real estate.

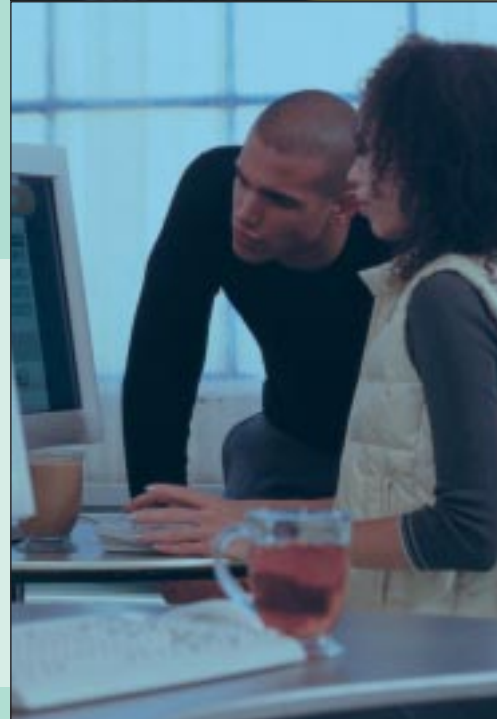
The program will lead you through all of the essential aspects of being a professional RE/MAX agent. It is not a passive program. Instead, you will be actively involved in the real estate business throughout your SUCCEED business start-up program. You will focus on activities designed to both develop your business and create the support materials that are critical to your success.

The SUCCEED program is not the least bit conceptual; it takes place in the real world. The sessions are activity-based and provide an excellent opportunity for you to draw on our experience. The business start-up program is specifically designed for newly licensed agents or agents who want to fast track to the top.

## A COMPREHENSIVE, EIGHT-WEEK IN-OFFICE BUSINESS START-UP PROGRAM:

- Section ① Starting Your Business with a Professional Plan
- Section ② Effective Telephone Techniques
- Section ③ Working with Qualified Buyers for Sure Success
- Section ④ Working with Buyers: Showing, Selling and Negotiating the Transaction
- Section ⑤ Holding a Productive Open House
- Section ⑥ The Listing Process: A Professional Approach
- Section ⑦ Creating a Dynamic Listing Presentation for Maximum Pay-Off
- Section ⑧ Marketing Techniques

**This program offers you all of the tools you will need to succeed, from professionals with the most experience.**



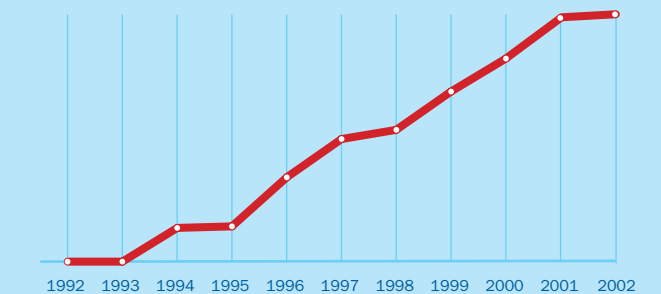
# You're keeping the best company

## Maximum commissions

RE/MAX revolutionized the commissions-to-agent concept. RE/MAX agents have the industry's highest production levels.

- RE/MAX agents in Canada averaged a gross commission of \$130,665.
- RE/MAX Sales Associates in Ontario-Atlantic Canada earned an average commission of \$118,000 in 2002.

**10% OF RE/MAX SALES ASSOCIATES IN ONTARIO-ATLANTIC CANADA EARN IN EXCESS OF \$250,000**



## Brand image



Consumers around the world identify the RE/MAX name with the highest caliber of real estate professional. No other real estate organization has a brand image comparable to RE/MAX. The RE/MAX brand image functions as your signature of professionalism.

## Networking events

The RE/MAX network is unparalleled in developing business-building referrals. RE/MAX facilitates high caliber networking events many times during the year so that agents can share best practices and develop key contacts in other markets.

## Broker leadership

RE/MAX has the strongest broker and manager network in real estate. Experienced, committed brokers and managers invest in leading-edge services and facilities in order to create the best office environment.

## Education

The environment at RE/MAX is conducive to continuous improvement and service excellence. RE/MAX has its own television network, dedicated to industry-specific education, including peer-to-peer learning. The Inspire education program focuses on career development, technology and mandatory continuing education programs. Topics are varied and include buyer representation, negotiating and business planning.



**iNspire**  
A Culture of Higher Learning.