

The logo features the text 'RE/MAX' in red with a blue diagonal slash through the 'M', followed by a vertical line, 'INTEGRA' in dark blue, and 'TRAINING' in red below it. The logo is centered on a white hexagonal background.

RE/MAX | **INTEGRA**
TRAINING

COURSE DESCRIPTIONS



CRISSY ROEGLIN

TRAINING
SPECIALIST

RE/MAX INTEGRA, MIDWEST

With over a decade of experience in training and individual coaching with sales professionals Crissy has the experience and skills to help sales professionals create the success they want. She has a talent in breaking complex matters down to understandable bites and to deliver training at an appropriate level and pace for maximum learning. She understands that learning is a team effort and focuses on creating learner centered and outcome based courses which lead to a dynamic and effective training experience. Her goal is your continued success. Crissy has a strong passion for both building relationships and working intentionally by being strategic.

When not in training, Crissy is an avid superhero and monster movie fan. She is also a perpetual learner and can often be found cuddled up with her German Shepherd Dog, Koda, while reading a great book.

In-office training sessions are offered free of charge. However, we ask that you arrange for a training space and promote the session within your office.

TO REQUEST AN IN-OFFICE TRAINING SESSION

EMAIL: croeglin@remaxintegra.com

PLEASE SPECIFY:

- Type of training class you are requesting
- Desired date or timeframe
- Location
- Approximate number of attendees
- Any special requests

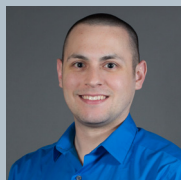
We often recommend that neighboring RE/MAX offices work together to reserve a conference room in a local hotel, MLS board, etc.

The following course list highlights current course options available. If you don't see a course that fits what you are looking for Crissy can work with you to determine and create an appropriate course based on the needs of the office.

MEET YOUR OTHER RE/MAX INTEGRA TRAINING SPECIALISTS



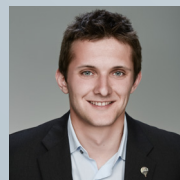
VALERIE GARCIA
DIRECTOR OF
TRAINING
RE/MAX INTEGRA



DAN LEVINE
TRAINING SPECIALIST
RE/MAX INTEGRA,
NEW ENGLAND



KIRAN GANDHI
TRAINING SPECIALIST
RE/MAX INTEGRA,
ONTARIO-ATLANTIC
CANADA



ANDREW FOGLIATO
TRAINING SPECIALIST
RE/MAX INTEGRA,
ONTARIO-ATLANTIC
CANADA



MICHELLE HOYT
TRAINING SPECIALIST
RE/MAX INTEGRA,
MIDWEST

RE/MAX TECHNOLOGY

LEADSTREET ESSENTIALS

Explore the ins and outs of this valuable resource. Learn navigation, the top features, how to access them, and how to make the most of them.

- Profile Setup
- Navigation
- Top Resources

CLASS TYPE: Hands on workshop

DURATION: 2 hours

PREREQUISITE: Must have a MainStreet login assigned

DESIGN CENTER ESSENTIALS

Step by step instruction on creating professional, personalized marketing materials for every facet of your marketing strategy. From printed materials to virtual tours, newsletters and social media advertisements, you will learn to create it all quickly and easily.

- Setting up your account
- Creating, printing and sharing your projects

CLASS TYPE: Hands on workshop

DURATION: 90 minutes

PREREQUISITE: Must have a MainStreet login assigned

THE RE/MAX TECH TOOLBOX

An in-depth look at the RE/MAX tools available exclusively to our network, and how to use them to grow your business, generate more leads, and promote yourself.

- Maximizing the power of your profile
- Delivering WOW! personalized service to your customer by utilizing the RE/MAX.com app to stay connected and “front of mind” with your customer
- Taking advantage of reports to keep your customers informed as well as prospect for new leads
- Using the pre-designed marketing materials to deliver service with a personal touch

CLASS TYPE: Hands on workshop

DURATION: 2 hours

PREREQUISITE: None

SITEBUILDER BASICS

A polished, professional, and easy to navigate website says a lot about a business. It can work to attract clients or a poorly designed site can drive them away. At the end of this workshop attendees will have their LeadStreet website set up with the look and feel that reflects their business.

- Site design and navigation
- SEO basics
- Premier Services overview

CLASS TYPE: Hands on workshop

DURATION: 2 hours

PREREQUISITE: None

TECHNOLOGY

BETTER FARMING

Whether you are already prospecting a neighborhood, or just starting out, this class will introduce you to new ways to reach your farming area, and some out of the box ideas. We'll explore ways to take tried and true methods for farming and prospecting and infuse them with some brand new ideas. Topics we will cover include:

- What you should consider when choosing a farm
- The 3 rules of Farming
- Looking at the basics in a new light
- Leveraging social media
- Tools and Technology to bring it all together

CLASS TYPE: Instructional

DURATION: 2 hours

PREREQUISITE: Basic knowledge of social media

INTRO TO VIDEO

A BEGINNER GUIDE TO USING VIDEO IN BUSINESS

This session will provide the basic knowledge you need to start creating short videos and promoting them. We'll show you how to get started, what makes a great video, and which mistakes to avoid.

- The importance of video marketing
- Basics of recording video
- Types of videos that are effective
- How and where to use videos in your marketing
- Leveraging the Power of YouTube
- Helpful tools and apps

CLASS TYPE: Instructional

DURATION: 2 hours

REQUIREMENTS: Video recording device, smartphone or tablet

BUILDING RELATIONSHIPS WITH VIDEO

HOW TO PERSONALIZE YOUR COMMUNICATIONS WITH VIDEO MESSAGES

Differentiate yourself and stand out among the Real Estate crowd by using quick and easy tools to create powerful messages that will leave your customers and potential clients talking about it! This session will show you:

- Where to start
- How to start
- Different tools to use

CLASS TYPE: Hands on Workshop

DURATION: 2 hours

PREREQUISITE: Basic Knowledge of smart phone and tablet use

SOFT SKILLS TRAINING

BEING INTENTIONAL

CREATING SUCCESS BY ALIGNING ACTIONS AND EFFORTS WITH BUSINESS NEEDS

This course is about taking control. In today's world there are so many things we could be doing, and depending on what expert we listen to, we should be doing. Really, who has time for all that? No wonder recent statistics show we are now more stressed, busy, and exhausted than ever before. Do you find yourself wondering how you are going to get it all done? Is your business where you want or need it to be? Well, you are not alone. The good news is there is help, and it all starts with 2 words: Being Intentional.

- The power in being intentional
- What being intentional is
- How to be intentional
- Creating an intentional business plan

CLASS TYPE: Instructional & Workshop

DURATION: 2 hours

PREREQUISITE: None

GETTING BACK TO THE HEART OF REAL ESTATE; RELATIONSHIPS

WHEN THE FOCUS IS ON CREATING AN EXPERIENCE, RATHER THAN CLOSING A TRANSACTION, YOU BUILD VALUABLE RELATIONSHIPS THAT LEAD TO REPEAT AND REFERRAL BUSINESS.

Strong relationships are the heart of what we do. This course is about nurturing and fostering relationships from not only the beginning and throughout the transaction, but keeping the relationship strong after.

- Building rapport, understanding and relating to different personality styles
- Trust, with it you have everything, without it you have nothing
- Creating the experience that leaves customers singing your praises
- Ways to keep connected with past clients to promote future business

CLASS TYPE: Instructional & Workshop

DURATION: 2 hours

PREREQUISITE: None

LISTENING SKILLS: YOUR STRATEGIC ADVANTAGE

Hearing and listening are different. Being able to truly listen to customers builds awareness of needs, aids in responsiveness, and lets the customer know they are valued. Come and find out why listening is the #1 skill of top sales professionals.

- How active listening skills are your strategic advantage
- Master the basics of active listening – and maximize your communication effectiveness
- What are they really saying? Reading body language and nonverbal cues
- To feel listened to is to feel valued: How to make customers feel “heard”

CLASS TYPE: Instructional & Workshop

DURATION: 2 hours

PREREQUISITE: None

SOCIAL MEDIA MARKETING STRATEGIES

CREATING CONTAGIOUS CONTENT

The psychology behind what to post & when. Understanding your audience is key to creating effective and engaging Social Media content. At the end of the course attendees will have the start of a content strategy to assist them in creating contagious Social Media Content. This is a great course for both beginners as well as intermediate Social Media users. Attendees will learn:

- What makes for an engaging social media post
- How to provide value to their audience
- How to create posts that stand out; that people will read and share
- Creating dynamic visuals
- Utilizing video content

CLASS TYPE: Instructional & Workshop

DURATION: 2 hours

PREREQUISITE: None

FACEBOOK 101; FOR REAL ESTATE

This course is for Facebook beginners. We will cover the difference between personal and business pages, account security, and creating a communication strategy including post ideas and timelines. At the end of the course attendees will:

- Understand the difference between a personal and business page
- Have the beginning of a Facebook communication strategy
- A personal page set-up
- The start of their business page

CLASS TYPE: Instructional & Workshop

DURATION: 2 hours

PREREQUISITE: None