

WHAT OUR AGENTS ARE SAYING ABOUT THE “90 DAY CHALLENGE”...

“With being a newly licensed agent, it was important that I started out on the right track to ensure that I was going to have a successful career. RE/MAX offered me the opportunity to join the Accountability Program, where I was accountable for meeting daily and weekly goals. Our coaches provided us with tips, tricks, advice and encouragement. By the end of the 12-week program, **I had achieved almost half of the sales I needed to meet my yearly target!** ~YOU create your own opportunities~”

Leah Walczak – Kitchener

“This has been a great course – well put together and well presented. It embraces all the main components of real estate training covering all the nuts and bolts of the industry. I was excited to re-learn and apply these great lead generating methods to get myself back on track. **This course brings success to those who participate, be it newcomers or seasoned agents!**”

Sherry Skibo – Georgetown

“I really like the training, it was very well organized and was very motivational. I especially liked the push on cold calling and door knocking and went out and did door knocking quite successfully after that. I also really enjoyed the listing and buyers’ presentation sessions. **I love such group trainings and would definitely attend it again if done in Mississauga.** Thanks, really appreciate all you did for us!”

Anita Tandon – Mississauga Square One

“This course helped me in so many ways. It has boosted me back up to where I actually feel and know I can do this. It has supplied me with knowledge – some of which I knew but had become lazy and was procrastinating. **Being provided with the tools that are imperative to my business reassured me that I am absolutely with the best company around!**”

Sheryl Sheridan – Georgetown

“The program helped me with my confidence, my goal setting, and overall business planning. **Being able to ask questions and receive live instant feedback is much better than watching a video.** I have successfully implemented strategies I learned in this program into my presentations. This program should be offered to all agents!”

Preet Sahota – Kitchener

“I just wanted to say thank you for the Accountability program – it helped a lot and because of it, the Caldwell Team is **ready and prepared to Kick Butt in Real Estate!**”

Jacob Caldwell – Kitchener

“Thanks for putting together such a great program! From the first week you were engaging, warm, and welcoming to our Mississauga group - we were immediately hooked! The phone calls with Bruce were helpful, educational and concise. I’ve completed a few other programs since joining RE/MAX last year, but found this one to be far superior. **The sessions were relevant and encouraging.** I will continue to refer to my booklet and re-do some of the chapters going forward in the fall. I would strongly encourage everyone to take this training as it would greatly benefit them. You are a great leader and I think you need to continue facilitating this program.”

Claudette Collymore – Mississauga Square One

“This training program has opened my eyes to what I need to do to become more successful. I’ve taken away many positive things from this course. We have great resources within our company. This course is a huge benefit for new agents and seasoned agents stuck in a rut – **and it is free – you don’t get that anywhere else!**”

Chester Powell – Kitchener

“I have been to a lot of Real Estate Courses over the years and without a doubt **this course was truly one of the best.** I have implemented many new closing techniques and strategies into my business. I will continue to lead generate daily. Amazing!”

Rita Lieto – Kitchener

“This course was great and an eye opener for me. There was so much to learn and **I would like to take it again!**”

Bhupinder Chahal – Brampton

“Thanks for making this happen! **This program gave me the opportunity to review where I was and what I needed to do.** It helped me with my daily schedule, script practicing, getting past the first “No”, my listing presentation, and the confidence to make the calls required to reach my goals”

Brad Simmons – Kitchener

“This program was a great success not only for me personally but for a lot of agents who would normally not be around much. **It ignited excitement!** The weekly tracking sheets made it easy for me to measure my achievements and realize when I was slacking. The scripts provided were very helpful and provided some questions and perspectives I would not have thought of. Having an open forum discussion where we could hear from everyone was greatly appreciated”

Annabell Tranter – Kitchener

“I was preparing for a **\$1.3 million listing presentation appointment during the program and I got it!** I have this program to thank for it – the listing presentation session helped me with this and the program gave me the confidence needed to deliver it. I then conducted a Dynamic Open House and am proud to say this listing is now SOLD!”

Karla Saa – Mississauga Square One

“**This program gave me more confidence and allowed me to overcome my fear of cold calling and door knocking** – this is a beneficial and necessary part of our job! The team spirit and participation within the RE/MAX REC group was awesome. I cannot tell you just how much I enjoyed this course and how much it has done for me as a new agent”

Margaret O’Brien – Kitchener

“As a brand new REALTOR® I gained unbelievable knowledge from The 90 Day Challenge. The years of the facilitator’s successful experience added enormous value. **The best part was watching the veterans get re-inspired!!** Many Thanks!”

Ann Shanahan – Erin

“I found the accountability program very helpful to establish and maintain an effective daily lead generation routine. **The group environment and mentoring style of the program kept everyone motivated.** The course material is a great reference, and the habits built in the course helped me stay on track after the program was complete.”

Dave Maund – Kitchener

“This program increased my confidence with so many resources at hand. The real world experiences and practical advice from Bruce Keith gave us many ways to improve our business. I overcame any hesitation to cold call and door knock and this has become part of my daily habits. I focused on learning scripts on a daily basis as well – there were so many to choose from that we could internalize the ones that suited us best. **I learned how to identify common objections and deal with them.** I generated a lot of leads during this program which made me realize daily lead generation can provide a steady flow of business!”

Kawa Hassan – Kitchener

“Fantastic content! As with any training, it is up to the individual to put it into action. This program gives the participant a **blueprint for success** that is beneficial to the new and experienced agent alike”

Landon Schmidt – Kitchener

“This program contains **succinctly and expertly organized content** to support the motivated individual from start to success.”

Cindy Luu – Kitchener



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