



RE/MAX of Western Canada Sales Associate Orientation



The Grand Okanagan Lakefront Resort & Conference Centre, Kelowna, BC

TRAINING DATES AVAILABLE • www.remax-western.ca ⇨ Realtor® Area

RETURN REGISTRATION BY FAX TO: RE/MAX of Western Canada • Fax: (250) 762-9141

RE/MAX New Sales Associate Orientation *"Understanding The RE/MAX System"*

- ✓ RE/MAX Culture & History
- ✓ Advertising & Trademarks
- ✓ RE/MAX Programs
- ✓ RE/MAX Technology
- ✓ Referral Systems

- ✓ This program is designed for Sales Associates and Licensed Assistants new to RE/MAX.
- ✓ Program attendees receive an extensive orientation to all the benefits of the RE/MAX System.
- ✓ Course must be taken with 90 days of your start with RE/MAX.








Of Western Canada
340-1060 Manhattan Drive
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www.remax-western.ca



The Grand Okanagan Lakefront Resort & Conference Centre, Kelowna, BC

Registration and Attendance Policies and New Sales Associate Orientation Information:

-  The Sales Associate Orientation is designed for affiliates new to the RE/MAX System. This session is designed to guide associates through all the tools and resources available within the RE/MAX System.
-  The Orientation is offered to Sales Associates and Licensed Assistants who attend within **90 days** of starting as noted on the Member Profile. Prior to attending, Region office must have received its copy of the Member Profile and RE/MAX International its copy with the \$390.00 annual membership dues.
-  Registration **must be submitted two weeks prior** to the intended orientation date. Orientation Registration is subject to space availability and minimum participation of 20 Affiliates.
-  Due to space planning and budgeting, spouses and guests may not attend the sessions or food and beverage functions.
-  A confirmation of registration will be sent to your Broker Owner or Manager. Please make sure you have this confirmation prior to making travel arrangements.

CANCELLATION POLICY:

Registrants who cancel 72 hours prior to the program start date may incur hotel charges. Accommodation charges will be invoiced to the Broker Owner should the Sales Associate not attend all scheduled functions of the Orientation or cancel without notifying Regional Office and The Grand Okanagan.

Dress is business attire.

All sessions held at The Grand Okanagan Lakefront Resort.

AGENDA

DAY 1

10:30 a.m.	Region Office Tour (optional)
11:00 a.m. – 12:00 p.m.	Registration
11:30 a.m. – 12:15 p.m.	Lunch
12:15 p.m. – 1:15 p.m.	Opening Remarks & RE/MAX Culture
1:15 p.m. – 2:00 p.m.	Group Advertising Fund
2:00 p.m. – 2:15 p.m.	Networking Break
2:15 p.m. – 3:00 p.m.	Trademarks & Service Providers
3:00 p.m. – 3:15 p.m.	Group Insurance Program
3:15 p.m. – 3:35 p.m.	Community Care Program
3:35 p.m. – 3:50 p.m.	Group Photo & Networking Break
3:50 p.m. – 4:15 p.m.	Referral Systems
4:15 p.m. – 5:15 p.m.	Top Producer Panel
6:30 p.m. – 8:30 p.m.	Reception & Dinner

DAY 2

7:30 a.m. – 8:00 a.m.	Breakfast
8:00 a.m. – 9:45 a.m.	CMN Cause Marketing
9:45 a.m. – 10:15 a.m.	Networking Break
10:15 a.m. – 11:30 a.m.	Launching Your RE/MAX Career Programs
11:30 a.m. – 12:00 p.m.	(Commercial, Awards, Recognition & Events)

(subject to change)



-  **TO REGISTER FOR SALES ASSOCIATE ORIENTATION**, simply review the current dates available at www.remax-western.ca ® Realtor Area
-  Upon date selection copy and complete the registration information. FAX TO (250) 762-9141