

## WELCOME TO ROYAL LEPAGE KELOWNA



You will come to view your days as a series of **opportunities** to **expand** yourself **personally, professionally** and **financially.**

> [Find out how to be a Royal LePage Realtor](#)

# Why choose a career in real estate?

- Reward for the effort you put forward.
- Excitement with you being the CEO.
- Ability to help others and give back.
- Option of flextime work schedules.
- No ceiling on potential income.
- At Royal LePage you will have access to the industry's best resources, including training, support, marketing, technology, networking and more.



# How do I get my real estate license?

- Online Real Estate Orientation Profile  
(Real Estate Simulator)  
[www.royallepagekelowna.com/careers.php](http://www.royallepagekelowna.com/careers.php)
- First and Second Office Interviews.
- U.B.C. Sauder School Of Business registration.
- Weekly Training Tutorials
- Final Exam



## What will I get for training?

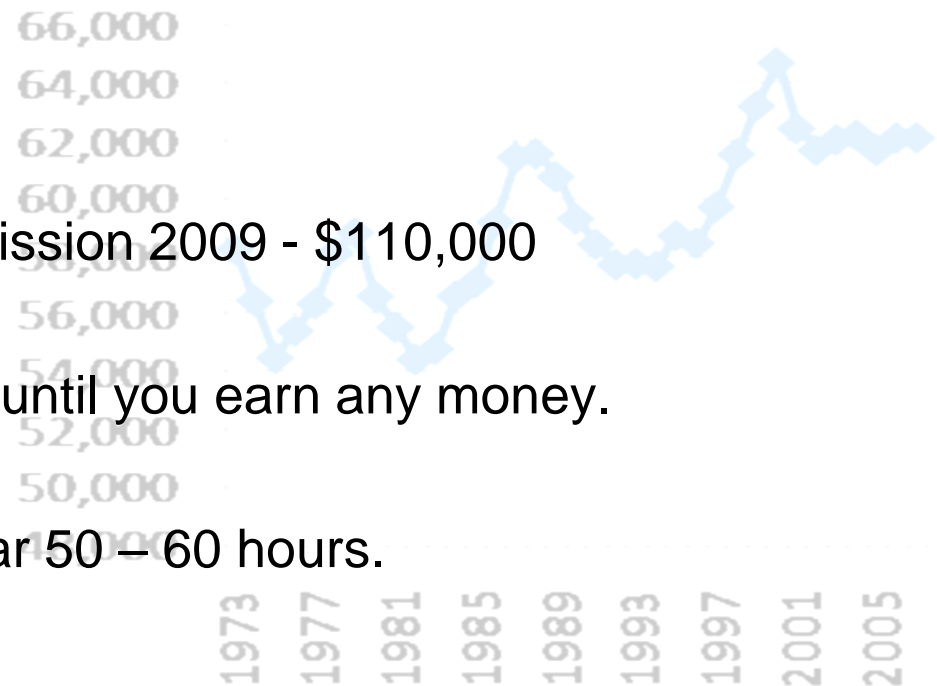
- Pre License Weekly Tutorials.
- Quick Start Program.
- Star Trak Program.
- Brian Buffini's Peak Producers.
- Richard Robbin's Masters Edge.
- Lunch and Learn Summit Series.
- Weekly office meetings.



## How do I get paid? Income Potential?

- 100 % Commission Sales.
- Potential earnings \$40,000 - \$900,000 annually.
- First year target \$40,000
- Average agent gross commission 2009 - \$110,000
- Normally takes 30-60 Days until you earn any money.
- Average work week first year 50 – 60 hours.

### Real median income



## What type of vehicle for real estate?

- Affordable.
- Fuel Efficient.
- Passenger friendly – four door.
- Conservative.
- Well maintained
- Typical real estate car “Honda Accord, Toyota Corolla.”





## Large office vs. small office?

- Profitability
- Market Share
- Listing Pool
- Buyer Pool
- Sales Volume
- Market Presence
- Buying Power
- Culture
- Giving Back
- Strategic Leveraging
- Consumer Confidence



## Part time vs. full time?

- July 2002 Change in licensing laws.
- Input directly related to income.
- High level of responsibility to consumers.
- High level of risk trading high dollar products.
- Ongoing education requirements.





# Will I have fun in Real Estate?

- Quarterly Company Breakfast Events
- Annual Awards Gala.
- House Boat Party
- Christmas Dinner and Dance Gala
- Golf Tournament
- Wine & Cheese
- Sales Rally & Conferences
- Holiday Social Events
- Client Appreciation Event
- Fundraising Events

## You are invited to the Royal LePage Ladies Only Houseboat Dinner Party Cruise

Thursday July 23rd, 2009 @ 6:00pm  
at the Sails downtown.  
The Boardroom Houseboat Charters  
Don't forget your swimsuits  
and dancing shoes!!!



Let the guys take care of  
everything and you can just sit  
back and RELAX!



Please RSVP your attendance to:  
nicolevenables@royallepage.ca  
or 250-717-2218  
NO LATER THAN JULY 17th



Helping **you** is what we do.



Recognizes in ranking order at the **national** and **provincial** levels, the top ten Royal LePage sales teams and individual Realtors, for residential real estate based on earnings.



**Membership in the National Chairman's Club**  
The top 1% of the Royal LePage residential sales force



**Lifetime National Chairman's Club**  
Earned by those elite few who have achieved the Chairman's Club for the 10th time



**The Award of Excellence**  
For first-time inductees, repeat qualifiers, and sustaining members, attaining the Diamond, Director's Platinum or President's Gold Award, five out of seven consecutive years



**Lifetime Award of Excellence**  
Presented to members attaining President's Gold (or any higher award level) ten out of fourteen consecutive years



**Diamond Award**

Awardees represent the top 3 percent of their residential marketplace, based on sales earnings\*



**Platinum Award**

Awardees represent the top 5 percent of their residential marketplace, based on sales earnings\*



**President's Gold**

Awardees represent the top 6 to 10 percentile of their residential marketplace, based on sales earnings\*



**Master Sales**

Awardees represent the top 11 to 20 percentile of their residential marketplace, based on sales earnings\*



**Sales Achievement Award**

Awardees represent the top 21 to 25 percentile of their residential marketplace based on sales earnings\*

## Commonly asked questions?

- What area can I trade real estate in?
- What are the tax benefits?
- Education requirements?
- Once I pass exam how long till I have to license?
- Can I work another job when I start?
- What do I need to do next?

**Contact us for a private & confidential  
information session TODAY !  
250-860-1100 or Toll Free 800-421-3214**

