

“The Learning Consultants explain things very well and have exposed me to new ways to grow my business.”

– KRISTA JENSEN, Royal LePage Atlantic

A 2007 study, *Connecting the dots: Linking training investment to business outcomes* conducted by The Canadian Council on Learning detailed case studies involving training on a wide range of industries. The report revealed positive returns on investment in all cases, ranging from 30 to 1,277 per cent. In the two cases of sales-specific training (Hewlett-Packard and United Petroleum), return on investment was recorded at 195 per cent and 206 per cent respectively.

Royal LePage agents attending REALTOR® Marketing Workshops mirror the findings:

- 54% report they are **more productive** from attending our training, and;
- 32% said they gained skills and knowledge that helped them **obtain new clients**.

Royal LePage stands firmly behind your sales development. Each year, we roll out a complete calendar of training programs, including two cross-Canada REALTOR® Marketing Workshops where members of the Learning Services team travel the country delivering in-person training on the latest real estate industry and marketing trends.

To learn more visit the Training section in **rlpNetwork** or email learningservices@royallepage.ca.

Here's an overview of your training opportunities:

TRAINING	WHAT	WHEN	WHERE
REALTOR® Marketing Workshops	Practical, interactive workshops that enhance your marketing and technology skills featuring a new curriculum each season.	<ul style="list-style-type: none"> • Spring: March through June • Fall: September through December 	Across Canada, live and in-person at a location near you. Dates and times available on rlpNetwork .
Welcome Webinar	Designed to help new agents get up and running quickly while providing existing agents a refresh of Royal LePage tools and services.	<ul style="list-style-type: none"> • Second Wednesday of every month (EN), 2:00 pm ET • Second Wednesday of every other month (FR), 11:00 am ET 	Live Webinar* Dates and times available on rlpNetwork .
Get started with the Marketing Centre	Quickly create personalized print, web and drip marketing pieces for prospecting, showcasing listings and nurturing repeat and referral business.	<ul style="list-style-type: none"> • Fourth Wednesday of every month (EN), 2:00 pm ET • Fourth Wednesday of every other month (FR), 11:00 am ET 	Live Webinar* Dates and times available on rlpNetwork .
Designations	A host of specialized industry and proprietary training designations designed to take your business to the next level.	<ul style="list-style-type: none"> • On demand 	Recorded tutorials available on rlpNetwork . <i>(Reduced fees apply to industry designations)</i>
Online training	Build your business with an in-depth look at Royal LePage tools, as well as training focused on unique industry opportunities and past workshop content.	<ul style="list-style-type: none"> • On demand 	Recorded tutorials available on rlpNetwork .
Additional training links	The best smartphone and tablet technology tutorials the Internet has to offer, plus access apps and online resources that help you be more productive.	<ul style="list-style-type: none"> • On demand 	Recorded tutorials available on rlpNetwork .

*Recorded version also available.