

MAXIMIZE YOUR POTENTIAL



DISCOVER THE LINK BETWEEN TRAINING AND SALES SUCCESS.

Sales professionals and their managers are continually presented with the latest tools and tactics to bolster sales effectiveness. The abundance of novel ideas can overwhelm even the most seasoned REALTORS®. At the same time, the demand on today's real estate professionals has become increasingly complex requiring a breadth of knowledge, skills and abilities. Technology has led to new ways to influence and interact with homebuyers and sellers, who in turn, have more information at their disposal than ever before, making it imperative that sales professionals effectively demonstrate their value.

Thankfully, deciphering and evaluating the myriad of tools and approaches to meet today's sales challenges can be addressed with effective sales and marketing training—long a cornerstone of the Royal LePage offering.

Sales managers and administrators across Royal LePage are renowned facilitators and promoters of learning and development among their salespeople. The Learning Services team at Royal LePage supports this mandate by identifying key real estate industry trends and developing training programs tailored to meet the challenges of today's REALTORS®.

"The material was easy to understand and the instructor helped us apply the new knowledge in ways that work for us."

— KARI SEARLE, Royal LePage Parksville-Qualicum Beach Realty