

Your reputation, your business, your future

INSIGHTS FROM LEADER'S EDGE TRAINING TO PUT YOUR CAREER ON TRACK

Ask any top salesperson and they'll tell you their reputation is crucial for their success. Your reputation precedes you; it helps get you in the door with new clients, and; it greases the wheels of your deals. It's easy to lose if you don't take care of it.

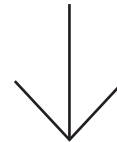
- 1 LEVERAGE YOUR BRAND** – People will be as familiar with Royal LePage as they will be with you. A lot goes into branding and marketing to lay the foundation for you. Use it!
- 2 PROVIDE THE BEST SERVICE** – Whether it's great client communication, strong negotiation skills, sophisticated marketing, architectural and market knowledge, or amazing after-sale care, be the best at what you do. A reputation for being sloppy is hard to shake.
- 3 TREAT EVERYONE LIKE ROYALTY** – You never know where business will come from. Today's barista could be tomorrow's homebuyer. The grump in the checkout line could be a mortgage rep with 10 deals. That little old lady who took your parking spot might have a million dollar home to sell. Be nice.
- 4 KEEP LEARNING** – Rest on your laurels and your reputation will slip away. Markets constantly change. It's your job to keep up.

Leader's Edge Virtual Training increases your productivity with a 12-week training program designed to help you master a wide range of sales skills.

ASK YOUR BROKER OR MANAGER to contact Royal LePage Learning Services at learningservices@royallepage.ca to take advantage of discounts exclusive to Royal LePage.



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