

NEW AGENT TRAINING

LAUNCH YOUR CAREER AND MAINTAIN MOMENTUM

RITUALS INTENTION SYSTEMS EDUCATION

R.I.S.E. course path consists of:

- Module 1: Two eCourses (3 hours total)
- Module 2: One-day classroom (8 hours)
- Module 3: Two eCourses (3 hours total)

'You will drive your bus!'

-Kate Lanagan MacGregor
Instructor



Modules and Topics

RITUALS: *Establish routines*

Organization | Goal Setting | Calendar Mastery | Tracking

INTENTION: *Be purposeful*

Business of YOU | Gratitude Marketing | Authentic Branding

SYSTEMS: *Use technology*

Databases | Templates | Communications | Sales Checklists

EDUCATION: *Access resources*

zipForms | MLS PIN | NAR.Realtor | MAREaltor.com | Downloadables

REQUIREMENTS: New member orientation must be completed prior to taking this course. Module One eCourses need to be finished prior to the classroom session. Completion of all three modules is required to receive the certificate of completion (and \$35 fee reimbursement when applicable).

CANCELLATION must be made in writing via email to laura@rapv.com, faxed to (413) 731-7125 or mailed to RAPV. Cancellation fee is \$25 when made more than a week in advance. No refunds within a week of a scheduled class.

RAPV reserves the right to cancel the classroom session if there are fewer than 10 registrants or to reschedule due to inclement weather.

— REGISTRATION FORM —

R.I.S.E. New Agent Training

Select a 2019 in-person class date:

February 6 May 9 October 9

Time: 8:30 a.m.—4:30 p.m.

Location: RAPV (classroom day only)

New Member Price*: \$35.00

Regular Member Price: \$59.99

Non-Member Price: \$169.00

**Fee is reimbursed to new members if completed within the first six months.*

CONTACT & PAYMENT DETAILS

Name: _____

Company: _____

Email: _____

Phone: _____

Payment Method (check one): CHECK VISA MASTERCARD

Credit Card #: _____

Exp. Date: _____ CVV: _____ Total amount: \$ _____

Signature: _____

Register online via RAPV.com/Member Portal/Events/Upcoming Classes.

Make checks payable to REALTOR[®] Association of Pioneer Valley and mail to: 221 Industry Ave, Springfield, MA 01104.

Questions? Contact Laura Herring at Laura@rapv.com or call (413) 785-1328.