

# NEW AGENT TRAINING—2020

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](mailto: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 2020 in-person class date:

February 5    May 5    October 14

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](http://RAPV.com/Member Portal/Events/Upcoming Classes).

Make checks payable to REALTOR<sup>®</sup> Association of Pioneer Valley and mail to: 221 Industry Ave, Springfield, MA 01104.

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