

AGENT EXCEL

WHAT IS AGENT EXCEL?

BDAR is thrilled to partner with renowned trainer **Cassandra Agnew-Walker** in bringing you an exclusive new education offering; **The Agent Excel Accreditation Program!**

Agent Excel is a premium accreditation program developed to help agents maintain a high degree of integrity, compliance and professionalism. By applying the knowledge shared in the program, members will learn how to avoid common pitfalls and reduce liability.

The real estate industry is changing everyday. By completing this accreditation program, agents will stay in the know with industry updates, learn how to reduce personal risk and discover how realtors can, and should communicate to maintain the highest level of professionalism for their clients and each other.



HOW DOES IT WORK?

The program consists of four sessions. While each course can be taken individually, members who register for, and participate in, all four sessions and complete the **Final Exam** will earn the Agent Excel Accreditation Designation. As a **Special Introductory Offer**, the 2024 program is available to you for only \$50 + hst per session. It will never be offered at this price again! Set yourself apart and invest in yourself!

The Learning Path

Legislative Update

The real estate business is impacted by wide-ranging areas of legislation leaving every Member in need of regular updates. This Session provides a review of statutes and case law affecting real estate, including Provincial and Federal statutes and common laws impacting every Ontario registrant.

Below is a just a sampling of topics you can expect to discuss during this course:

- Trust in Real Estate Services Act, 2002 (TRESA)
- Proceeds of Crime, Money Laundering (Terrorist Financing) Act & FINTRAC
- Electronic Commerce Act (ECA)
- Residential Tenancies Act (RTA)
- Income Tax Act (Capital Gains)



Risk & Liability Reduction

It's a choice to maintain integrity and compliance in the real estate business, while tactfully demanding the same from others.

This session walks Members through identifying many everyday hazards and vulnerabilities, and helps prepare them avoid these hazards by understanding obligations and actions for risk reduced success.

Material covered in this session includes:

- Identifying essential RISK & LIABILITY areas
- Understanding real estate industry laws, rules & guidelines to prevent non-compliance
- Recognizing risky activities and the dangers surrounding contract/form completion flaws
- Benefits and cautions around co-listing and referrals, especially outside of a Member's marketplace
- Establishing & implementing personal choices for RISK & LIABILITY reduction



You Be the Judge

'You Be the Judge' is an interactive course, where agents are presented with situational non-compliance and violation cases. Groups will discuss potential guilt or innocence while pondering and deliberating potential penalty value (if applicable). Following group discussions, actual findings and penalties will be presented, placing checks and balances on wrongdoings and impact on Member business practice liability or success.



Member to Member Etiquette & Communications

Professionalism in real estate results in responsible and accountable trading practices. To start this session, agents will identify what 'Professionalism' means to them and to their clientele. Then they will move into analyzing competitors and allies, how to establish great listing and selling businesses, and planning for appropriate communications with the public, industry-related professionals and other Members.

Agents will also discuss and learn how to handle situations such as;

- Special arrangements, collateral agreements and offer negotiations directions
- Material fact disclosures on listings, prepare and neutralizing acknowledgement/disclosure
- No show of appointments
- Out-of-town selling rep requests to listing rep to show the property to their client
- Cell phones/devices and interruptions during appointments/presentations

... AND SO MUCH MORE!



Register Today & Excelerate Your Business!

Legislative Update

October 17 @ 10:00 a.m.

[Register Here](#)

Risk and Liability Reduction

November 21 @ 10:00 a.m.

[Secure Your Spot](#)

You Be the Judge

December 12 @ 10:00 a.m.

[Enroll Here](#)

Member to Member Etiquette and Communications

January 9 @ 10:00 a.m.

[Sign Up](#)

