



**KICKSTART YOUR BEST REALTOR® CAREER WITH BDAR'S EXCLUSIVE COURSE AGENT LAUNCH**

Agent Launch is a high-impact course that will provide you with all the tools and resources needed to be a successful REALTOR®. Whether you're new to Real Estate or have experience, Agent Launch will help you refresh and reconnect with your business and help you obtain the skills and knowledge needed to be successful in any type of market.

REALTORS® will work through a variety of individual and collaborative coursework that will help them understand and know their purpose in Real Estate and be motivated to take action daily in their business.



## COURSE OVERVIEW

The primary goal of Agent Launch is to facilitate opportunities for BDAR REALTORS® to obtain skills and knowledge to kickstart their real estate business while remaining compliant with the Trust in Real Estate Services Act, 2020 (TRESA).

Agent Launch is delivered through multiple learning styles including peer feedback, live conversations, and individual and collaborative work.

**Course Prerequisite:** Successfully complete the entire BDAR New Member Orientation Course.

## COURSE OUTLINE

**Duration:** 6 Weeks

**Delivery:** Virtually through Zoom, every Friday from 9:30 – 10:30 am with individual preparation work and group discussion between classes.

## COURSE SCHEDULE

Week	Learning Outcomes	Duration
<b>1 – Execute Your Plan</b>	<ul style="list-style-type: none"><li>• Leverage REALTOR® tools</li><li>• Create a work business plan personalized to you</li><li>• Make use of member benefits</li></ul>	<b>Sept. 16<sup>th</sup></b> <b>9:30 – 10:30 am</b>
<b>2 – Automate Systems</b>	<ul style="list-style-type: none"><li>• Create automated systems from existing member tools</li><li>• Maximize agent resources from all the memberships as an OREA member</li></ul>	<b>Sept. 23<sup>rd</sup></b> <b>9:30 – 10:30 am</b>
<b>3 – Building Your Network</b>	<ul style="list-style-type: none"><li>• Compose scripts that can help create professional relationships</li><li>• Learn how to connect with people</li></ul>	<b>Sept. 30<sup>th</sup></b> <b>9:30 – 10:30 am</b>

<b>4 – Bridging the Gaps</b>	<ul style="list-style-type: none"> <li>• Evaluate professional and personal learning gaps that can improve daily discipline for business</li> <li>• Identify what habits you're missing, changes to be made, and day-to-day challenges</li> </ul>	<b>Oct. 7<sup>th</sup></b> <b>9:30 – 10:30 am</b>
<b>5 – Working with Clients</b>	<ul style="list-style-type: none"> <li>• Form a business process to service new clients</li> <li>• Create personal scripts for client consultations</li> <li>• Practice live conversations</li> <li>• Learn how to handle objections</li> </ul>	<b>Oct. 14<sup>th</sup></b> <b>9:30 – 10:30 am</b>
<b>6 – Working Your Plan</b>	<ul style="list-style-type: none"> <li>• Assess and improve your business plan</li> <li>• Work with momentum</li> <li>• Understand and know your purpose in Real Estate</li> </ul>	<b>Oct. 21<sup>st</sup></b> <b>9:30 – 10:30 am</b>

### COURSE FEE & REGISTRATION

**Fee:** \$149 + HST

Sign up before Sept. 1<sup>st</sup> for only \$99 + HST

**Registration:** Open to BDAR Members only