

100TH ANNIVERSARY



1921

REALTORS[®]
ASSOCIATION
of Hamilton-Burlington

2021

EMPOWERING RAHB REALTORS[®] TO SUCCEED



**Professional Development Schedule
February to December 2021**

Question

I've already missed out on four months of courses including ProDev+, why should I buy a 2021 Professional Development All-Access Pass now?

Answer

RAHB has a recordings library available for All-Access Pass holders, so even though you've already missed out on a number of webinars and ProDev+, you can still access the recordings whenever and from wherever you want!

The recordings library will be available to All-Access Pass holders until March 31, 2022, so even after the year is finished, you've still got three months to access recordings that you've missed or want to watch again!

What webinars did I miss?

For a full listing of webinars (February to May) including ProDev+ that you missed, please see pages 5 and 6 and check to see if the recording is available. The full course descriptions follow.

How do I buy a 2021 Professional Development All-Access Pass?

To purchase your 2021 Professional Development All-Access Pass:

- Please log in to *your* Member Portal
- Click the Education Tab
- Search "PD" in the search bar & follow the prompts on screen

You must complete your purchase BEFORE you register for any courses. Once your 2021 Professional Development All-Access Pass is purchased, you can start registering for courses at no charge!

Terms & Conditions

The 2021 Professional Development All-Access Pass costs \$100 plus applicable taxes. Passes are valid for courses that have a value of \$45 or less and are held before December 31, 2021. Passes are issued to a specific person - not a brokerage and as such are non-transferable. Office Administrators or Administrative Assistants who wish to take advantage of the All-Access Pass must be registered with RAHB.

If you have any questions, please contact Alex at alexh@rahb.ca



JUNE TO DECEMBER COURSES AT A GLANCE

DATE	COURSE	PRICE	INCLUDED IN PDPASS
Wednesday, June 2, 2021	You are a Walking Billboard: Discover Your Brand	\$45	✓
Tuesday, June 8, 2021	Your Road Map to More Deals	\$45	✓
Thursday, June 17, 2021	A REALTOR's Guide: How Not to Get Sued	\$45	✓
Friday, June 18, 2021	Social Media	\$15	✓
Wednesday, June 23, 2021	Know Thy Enemy: Social and Anti-Social Violence	\$30	✓
Tuesday, August 10, 2021	Where Business Comes From & How to Get More of It	\$45	✓
Thursday, August 12, 2021	Residential Tenancies	\$45	✓
Thursday, August 19, 2021	Email Marketing	\$15	✓
Wednesday, August 25, 2021	Know Thy Enemy: Space Management & Your Job	\$30	✓
Tuesday, September 14, 2021	Bullet-Proof Follow-up	\$45	✓
Thursday, September 23, 2021	Instagram	\$15	✓
Tuesday, September 28, 2021	Finding Your Niche and Making the Phone Ring	\$45	✓
Tuesday, October 5, 2021	Simplify Your Lead Generation	\$45	✓
Wednesday, October 27, 2021	Selling the Haunted House: A REALTOR's Guide	\$45	✓
Tuesday, November 9, 2021	Content Creation to Maximize Exposure	\$45	✓
Tuesday, December 7, 2021	Act with Purpose on Social Media	\$45	✓



■ **You are a Walking Billboard:
Discover Your Brand**

Wednesday, June 2, 2021

10 a.m. – 11 a.m.

\$45

Instructor: *Suzanne Colmer*

Join us for this exciting new webinar with Suzanne Colmer, The Shop Girl. In both life and business, first impressions leave a lasting impact. Within seven seconds, potential clients form an opinion of your employees through their corporate image – is it a strong one that conveys expertise, leadership and most importantly, trust? We'll look at how to break down your brand/style message and talk about how to use your clothes to manifest that image. Combine science and style to enhance visual representation and branding!

In this session you will learn:

- What story your clothing is telling to perspective or current clients
- How to describe your ideal style personality and create your personal brand
- How to find your clothing equivalent of a superhero cape
- Where to start when building your ideal wardrobe
- How to create your shopping list

■ **Your Road Map to More Deals**

Tuesday, June 8, 2021

10 a.m. – 11 a.m.

\$45

Instructor: *David Greenspan*, MindShare

David Greenspan will map out a plan for how to achieve everything in life you want. Join us to learn the five steps that are required to get more deals.

■ **A REALTOR's Guide:
How Not to Get Sued**

Thursday, June 17, 2021

10 a.m. – 11:30 a.m.

\$45

Instructor: *Barry Lebow*

No one in business is guaranteed not to be sued, but many lawsuits arise because agents made blunders or omissions that should not have occurred. The results are thousands of dollars in costs and in some cases, ruined reputations. Based on the hundreds of trials where Barry Lebow has given evidence over his career, this new course is hard hitting and will give agents a lot of take-aways. Sign up today!

■ **Social Media**

Friday, June 18, 2021

10 a.m. – 12 p.m.

\$15

Instructor: *Mark Brodsky*

From understanding the different social media platforms, to choosing what to say and where to say it, this seminar gives you the keys to the most effective social media marketing information a REALTOR® needs.

■ **Know Thy Enemy:
Social and Anti-Social Violence**

Wednesday, June 23, 2021

10 a.m. – 12 p.m.

\$30

Instructor: *Rob Andress*, SAFE International

This online training module has been developed for today's real estate professional for one reason, to make sure you get home safely! Too many people have suffered because they don't know the types of violence that real estate professionals face every day.

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As a professional, you need to be able to identify potentially dangerous situations, de-escalate if possible and deal with it if you must!

Scenarios like the angry client or real estate professional to the violent predator will be covered. Tactical techniques will be discussed and demonstrated.

■ Where Business Comes From & How to Get More of It

Tuesday, August 10, 2021

10 a.m. – 11 a.m.

\$45

Instructor: *David Greenspan*, MindShare

After this session, attendees will walk away understanding how to get more business, work easier, spend less, and make more. David Greenspan will review identifying our audience, outline the various channels needed to build MindShare with that audience, and define what needs to be done to drive the highest ROI for each marketing dollar spent.

■ Residential Tenancies

Thursday, August 12, 2021

10 a.m. – 11 a.m.

\$45

Instructor: *Mark Weisleder*

In this session, you will learn:

- About changes to Bill 184 and the Residential Act
- Key questions that you are permitted to ask when qualifying potential tenants and how this is impacted by COVID-19
- The process for evicting tenants
- The benefits of using experienced paralegals to evict tenants if they are smoking marijuana or growing plants.

■ Email Marketing

Thursday, August 19, 2021

10 a.m. – 12 p.m.

\$15

Instructor: *Mark Brodsky*

This powerful seminar takes you through how to be an effective email marketer, including what email marketing really is (and isn't), what it can do for your business and the five easy steps you must take to harness the power of your inbox!

■ Know Thy Enemy: Space Management & Your Job

Wednesday, August 25, 2021

10 a.m. – 12 p.m.

\$30

Instructor: *Rob Andress*, SAFE International

- Are you aware of the most dangerous action you perform daily while completing your job?
- Do you know why you are considered a soft target?

Join us for this two-hour webinar where we will change the way you do your job. Discussions regarding reality based, violent attacks against real estate professionals are part of this training module.

■ Bullet-Proof Follow-up

Tuesday, September 14, 2021

10 a.m. – 11 a.m.

\$45

Instructor: *David Greenspan*, MindShare

In this session we review the exact steps to implementing a follow up plan. People don't move every day, and the process to moving takes time. Remembering who wants to do what and when is next to impossible if you don't have a plan. Attendees will walk away with the exact process they should take for every single person they meet, so they never miss another opportunity.



■ Instagram

Thursday, September 23, 2021

10 a.m. – 12 p.m.

\$15

Instructor: *Mark Brodsky*

Instagram is the fastest growing social platform in Canada – many of your past clients and future prospects are using it. Join us and learn about why you should consider adding Instagram to your online marketing mix and how to maximize your results.

■ Finding Your Niche and Making the Phone Ring

Tuesday, September 28, 2021

10 a.m. – 11 a.m.

\$45

Instructor: *Barry Lebow*

In the competitive world of real estate, it's important for agents to know where they excel so they can zone in on a certain market and make their phones ring. Whether it's seniors, military relocation or first-time homebuyers, this session will give you the tools to take your business to the next level.

■ Simplify Your Lead Generation

Tuesday, October 5, 2021

11 a.m. – 12 p.m.

\$45

Instructor: *David Greenspan*, Mindshare

Full course description will be available shortly.

■ Selling the Haunted House: A REALTOR's Guide

Wednesday, October 27, 2021

10 a.m. – 11:30 a.m.

\$45

Instructor: *Barry Lebow*

In this session you will learn:

- How agents can get sued by not dealing properly with real estate stigma such as UFFI, Grow-ops, mould, contamination, murder, and yes – ghosts!

■ Content Creation to Maximize Exposure

Tuesday, November 9, 2021

10 a.m. - 11. a.m.

\$45

Instructor: *David Greenspan*, Mindshare

Details to follow

■ Act with Purpose on Social Media

Tuesday, December 7, 2021

10 a.m. - 11 a.m.

\$45

Instructor: *David Greenspan*, Mindshare

Details to follow



FEBRUARY TO MAY COURSES AT A GLANCE

DATE	COURSE	PRICE	VIDEO AVAILABLE FOR PDPASS
Tues., Feb. 2, 2021	Social Legends	\$45 ^{+HST}	
Mon., Feb. 8, 2021	Forms to Enhance Your Professionalis	\$25 ^{+HST}	✓
Tues., Feb. 9, 2021	PREC's a Legal Perspective	FREE	✓
Thurs., Feb. 11, 2021	Financial Planning – Tax Efficient Saving & Retirement Income	FREE	✓
Thurs., Feb. 18, 2021	FINTRAC Legal Update	\$45 ^{+HST}	✓
Thurs., Feb. 18, 2021	Multiple Offers	\$45 ^{+HST}	✓
Wed., Feb. 24, 2021	Know thy Enemy – Propect or Predator?	\$30 ^{+HST}	✓
Thurs., Feb. 25, 2021	Making Sense of Online Marketing	FREE	✓
Fri., Feb. 26, 2021	Understanding Reverse Mortgages & Power of Sale	\$25 ^{+HST}	✓
Mon., Mar. 1, 2021	Top 5 Tips for Preparing a Cold Call	\$45 ^{+HST}	✓
Wed., Mar. 17, 2021	Getting the Buyer Representation Agreement (BRA)	\$45 ^{+HST}	✓
Thurs., Mar. 25, 2021	Email Marketing 2.0 – Generate More Business	\$15 ^{+HST}	✓
Fri., Mar. 26, 2021	Are You in Compliance	\$25 ^{+HST}	✓
Wed., Mar 31, 2021	Sitting Disease	\$30 ^{+HST}	
Thurs., Apr. 8, 2021	Buyer Beware! The Buyer's Duty to Inspect; The Broker's Duty to Protect	\$45 ^{+HST}	✓
Fri., Apr. 9, 2021	Perfecting Sales Techniques to Serve Baby Boomers	\$25 ^{+HST}	✓
Wed., Apr. 14, 2021	MULTI-RES – A Financial Snapshot	\$30 ^{+HST}	✓
Thurs., Apr. 15, 2021	Instagram 360 for the Real Estate Professional	\$15 ^{+HST}	✓
Thurs., Apr. 16, 2021	Incorporation: Maximize Your Wealth and Save on Tax	\$15 ^{+HST}	✓
Fri., Apr. 23, 2021	Simplifying Legal and Finances for Baby Boomers	\$25 ^{+HST}	✓
Thurs., May 6, 2021	Brain Foods & Stress Solutions	\$30 ^{+HST}	
Fri., May 7, 2021	Negotiating with Buyers, Sellers and Co-operating Agents	\$25 ^{+HST}	✓
Tues., May 18, 2021	Lead Generation Day 1	\$15 ^{+HST}	✓
Wed., May 19, 2021	Lead Generation Day 2	\$15 ^{+HST}	✓
Wed., May 26, 2021	Mind Health: Building Mental Resilience	\$30 ^{+HST}	
Thurs., May 27, 2021	Presenting Offers Effectively	\$25 ^{+HST}	✓

VIRTUAL
ProDev+ 2021
 Professional Development Plus-Week

LINE-UP



Monday, May 10 – Friday, May 14

PRODEV+ COURSES AT A GLANCE

DATE	COURSE	VIDEO AVAILABLE FOR PDPASS	OTHER CONTENT AVAILABLE
Monday, May 10, 2021	CMHC Spring Housing Market Outlook with <i>Anthony Passarelli</i> , Senior Analyst	✓	✓
Tuesday, May 11, 2021	CREA & OREA Presentations with <i>Rob Reynar</i> , Manager of Industry Development from CREA and <i>Tim Hudak</i> , CEO of OREA and <i>David Oikle</i> , OREA President	✓	✓
Wednesday, May 12, 2021	RAHB 100: Hindsight and Foresight with RAHB Member Panel featuring <i>Rob Golfi</i> , <i>Judy Marsales</i> , <i>Amanda McNair</i> , and <i>Justin Price</i> . This panel is moderated by <i>Sean Morrison</i> .	✓	
Thursday, May 13, 2021	Building a Presentation Manual with <i>Michel Friedman</i> , REALTOR® and Author	✓	✓
Friday, May 14, 2021	Indicators and Insights: A Conversation with Professor <i>Marvin Ryder</i> , DeGroote School of Business and <i>Donna Bacher</i> , RAHB 2021 President.	✓	

Course Descriptions from February to May

■ Social Legends

Tuesday, February 2, 2021

2 p.m. – 4 p.m.

\$45^{+HST}

Instructor: *Rebecca Mountain*

In this session you will learn:

- How becoming “legendary” at anything has nothing to do with how smart you are, It has everything to do with how consistently you practice the habits and systems that deliver income
- Seek the cure of overwhelm of complicated programs and allow you to focus on generating money
- How to become legendary in your field

■ Forms to Enhance Your Professionalism

Monday, February 8, 2021

9:30 a.m. – 10:30 a.m.

\$25^{+HST}

Instructor: *Hugh Foy*

In this session, you will learn:

- The different forms that the real estate professional should be using on a regular basis
- How to use the forms to the fullest and remind everyone of the importance they serve
- Demonstrate your professionalism by understanding the use of these forms

■ PREC’s a Legal Perspective

Tuesday, February 9, 2021

10 a.m. – 10:30 a.m.

FREE

Instructor: *John Figol*, Ross Rumbell Business Law

Join us for this webinar with John Figol, who will outline the legal requirements of incorporating a personal real estate corporation (PREC).

- Learn about the advantages/disadvantages of conducting business through the PREC.
- Learn about the cost, annual obligations, and other requirements of incorporating.
- Open Q&A

■ Financial Planning – Tax Efficient Saving & Retirement Income

Thursday, February 11, 2021

10 a.m. – Noon

FREE

Instructor: *Matt Ferro*, Consultant, IG Wealth Management

In this session you will learn:

- How to plan for a successful financial future based on your needs, goals, and current financial status
- Discuss ways how to save tax-efficiently both personally and corporately
- Provide information on how to forecast tax-efficient retirement income based on investments, real estate and other assets

■ FINTRAC Legal Update

Thursday, February 18, 2021

10 a.m. – 11 a.m.

\$45^{+HST}

Instructor: *Mark Weisleder*, LL.P

In this session you will learn:

- Understand what FINTRAC auditors look for
- Learn what to ask whenever a new prospect contacts you
- Make sure your own FINTRAC policy is up-to-date
- Understand the requirements when you are dealing with a corporation, estate trustee or Power of Attorney as a client
- Learn how to properly identify a client, even if there is no picture ID available
- Learn how to keep a record of all training requirements
- Learn what to do to reduce risk when dealing with an overseas client
- Learn how to complete a risk assessment form



■ Multiple Offers

Thursday, February 18, 2021

1 p.m. – 3 p.m.

\$45^{+HST}

Instructor: *Bill Johnston*, M.A., LL.B

In this session you will learn:

- How to prepare for multiple offer situations whether you represent the seller, the buyer or both
- Preparation of the seller, preparation of the buyer the rules of multiple offer presentations,
- Multiple representations and multiple offers, auctions and multiple offers in a buyer's market

■ Know thy Enemy – Prospect or Predator?

Wednesday, February 24, 2021

10 a.m. – Noon

\$30^{+HST}

Instructor: *Rob Andress*

In this session you will learn:

- Strategies to avoid violence in the real estate profession
- How to be aware of certain scenarios
- Tips to prepare when showing a property to a new client

■ Making Sense of Online Marketing

Thursday, February 25, 2021

10 a.m. – Noon

FREE

Instructor: *Mark Brodsky*, Constant Contact

In this session you will learn:

- How people find you online
- How to set yourself up for success
- How to encourage new and repeat business

■ Understanding Reverse Mortgages & Power of Sale

Friday, February 26, 2021

9:30 a.m. – 10:30 a.m.

\$25^{+HST}

Instructor: *Hugh Foy*

In this session you will learn:

- How Reverse Mortgages and their increasing importance in today's market especially with the Baby Boomer generation
- Practical tips to understand the Power of Sale market
- Improve your effectiveness to enhance your professionalism

■ Top 5 Tips for Preparing a Cold Call

Monday, March 1, 2021

10 a.m. – 11:30 a.m.

\$45^{+HST}

Instructor: *Nicole Attias*

Over the phone, professionals only have a few minutes to grab the attention of their audience, especially in real estate. Having a good script helps maintain one's focus. Emotion over the phone is also difficult to ignore. Vocal tone is one of the best cues to assess if you are proceeding in the right direction with your clients and prospects. It is always effective to have the next step in mind when reaching out to prospects. Having a plan is crucial. While rapport is important, your focus should always be on point. The reason to pick up the phone is to ask for the meeting, send information or follow up. This program will cover the following top 5 cold calling tips

- Prepare a good pitch / script
- Project their voice with confidence
- Leave progressive voice messages
- Ask for the next step on every call
- Keep an effective system for future follow up

■ Getting the Buyer Representation Agreement (BRA)

Wednesday, March 17, 2021

1 p.m. – 3 p.m.

\$45^{+HST}

Instructor: *Bill Johnston*, M.A., LL.B

In this session you will learn:

- How to negotiate for the BRA

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- Practical tools for creating an exclusive, binding and mutually beneficial relationship with motivated, qualified buyer clients
- How to enforce a contract when necessary

■ Email Marketing 2.0 – Generate More Business

Thursday, March 25, 2021

10 a.m. – Noon

\$15^{+HST}

Instructor: *Mark Brodsky*, Constant Contact

In this session you will learn:

- Increase email signups with dynamic forms
- Engage new subscribers with a simple automated series
- Use click segmentation and automation to send more timely and relevant emails
- What it means to personalize your email campaigns
- How to add simple personalization to your emails

■ Are You in Compliance?

Friday, March 26, 2021

9:30 a.m. – 10:30 a.m.

\$25^{+HST}

Instructor: *Hugh Foy*

In this session you will learn:

- How to fully understand the best practices and compliance in:
 - New Advertising Guidelines
 - Offers received by the Listing Agent
 - Multiple Offers & Commission Reduction
 - Pre-emptive Offers
 - Lockboxes and advertising

■ Sitting Disease

Wednesday, March 31, 2021

10 a.m. – Noon

\$30^{+HST}

Instructor: *Jennifer Ezrin*, Good Life

We are now familiar with “sitting is the new smoking”. Today more than ever, people are

working long hours while sitting at their desks without getting up for breaks or to move much or walk around. Regular movement is a key component of a healthy workday, along with healthy food choices and regular “stress breaks”. This workshop explores the harmful metabolic impacts of sedentary behaviours and will offer tips and techniques for reversing sitting disease.

■ Buyer Beware! The Buyer’s Duty to Inspect; The Broker’s Duty to Protect

Thursday, April 8, 2021

1 p.m. – 3 p.m.

\$45^{+HST}

Instructor: *Bill Johnston*, M.A., LL.B

In this session you will learn:

- The buyer’s duty to inspect the property before purchase
- Physical and neighbourhood defects and problems that can influence a buyer’s decision to buy
- Practical tools for the real estate professional to use in order to assist their buyer/clients to fulfill their inspection obligations
- Inspection conditions
- Seller warranties
- Holdbacks
- Closing insurance policies and home warranty policies

■ Perfecting Sales Techniques to Serve Baby Boomers

Friday, April 9, 2021

9:30 a.m. – 10:30 a.m.

\$25^{+HST}

Instructor: *Hugh Foy*

In this session you will learn:

- How to deal with the golden age generation
- How to accommodate their specific needs in today’s market
- Tips on how to approach the 55+ generation



■ **MULTI-RES – A Financial Snapshot**

Wednesday, April 14, 2021

9 a.m. – 10:30 a.m.

\$30^{+HST}

Instructor: *Rick Shelley*

Come Prepared – Have your calculator ready

In this session you will learn:

A key component to a Multi-Residential is to understand the numbers. The calculator is for more than just figuring out a commission! It is also for calculating the value of a Multi-Residential property as well as Cap Rates, Cash Flow Worksheet Analysis, and Equity Return - ALL are important aspects of income-producing properties. This hands-on course will give every sales representative a better understanding of the numbers used in trading in commercial real estate.

■ **Instagram 360 for the Real Estate Professional**

Thursday, April 15, 2021

10 a.m. – 11 a.m.

\$15^{+HST}

Instructor: *Natasha Radjabova*, QSI Social

In this session you will learn:

Part 1 – How-to Theory

- Learn interesting Instagram statistics
- The two things every successful post must have
- Three (3) ways you can promote your content and the difference between a boosted post and an ad campaign

Part 2 – Aesthetic Theory

- The highly overlooked part but a key component to any successful Instagram profile
- How Instagram is a visually based social media platform
- Why appealing feeds matter
- Five things to consider when determining your Instagram aesthetic

■ **Incorporation: Maximize Your Wealth and Save on Tax**

Friday, April 16, 2021

10 a.m. – Noon

\$15^{+HST}

Instructor: *Matt Ferro*, Consultant, IG Wealth Management

This webinar will focus on the benefits of incorporation within your financial plan.

Learn how to:

- maximize your tax savings, wealth accumulation, and estate planning, through a combination of personal and corporate savings

■ **Simplifying Legal and Finances for Baby Boomers**

Friday, April 23, 2021

9:30 a.m. – 10:30 a.m.

\$25^{+HST}

Instructor: *Hugh Foy*

In this session you will learn:

- The basic legal and financial questions a Real Estate Professional should understand when dealing with the older generation clients such as:
 - Wills
 - Power of Attorney
 - Resident and Non-resident status
 - Financial matters like Old Age Security, CPP, Reverse Mortgages, RRSP'S and RRIF's will be addressed
 - How to skillfully address your clients

■ **Brain Foods & Stress Solutions**

Thursday, May 6, 2021

10 a.m. – Noon

\$30^{+HST}

Instructor: *Jennifer Ezrin*, Good Life

Specific food combinations can enhance or reduce brainpower and stress levels. Learn how various foods affect your brain and how to put them to proper use.

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In this session you will learn:

- How to eat to sharpen brainpower:
 - Nutrients required by the brain – carbohydrates, B vitamins, amino acids
 - Definition and review of neurotransmitters; Tryptophan vs. dopamine
 - Meal planning, antioxidants, stimulants, supplements – effects on cognition

The second half will focus on eating to reduce stress:

- Physiological reactions to stress; effects on digestion
- Foods that stress vs. support the endocrine & nervous systems; Protocols. Good Mood Foods Research shows that probiotics can have a tremendous impact on your disposition

■ Negotiating with Buyers, Sellers and Co-operating Agents

Friday, May 7, 2021

9:30 a.m. – 10:30 a.m.

\$25^{+HST}

Instructor: *Hugh Foy*

In this session you will learn:

- Negotiation tips when dealing on behalf of your clients, customers and Real Estate Professionals

■ Lead Generation Day 1

Tuesday, May 18, 2021

10 a.m. – 11 a.m.

\$15^{+HST}

Instructor: *Natasha Radajabva*, QSI Social

In this session you will learn:

- How to create a Facebook Business Page and how to connect your Instagram accounts to it
- Five (5) ways to promote your listing on Facebook
- How to create a lead generation campaign

■ Lead Generation Day 2

Wednesday, May 19, 2021

10 a.m. – 11 a.m.

\$15^{+HST}

Instructor: *Natasha Radjaabova*, QSI Social

In this session you will learn:

- The secret weapon to increase your lead conversion rate which is a CRM system
- What tools you need to connect them to your Facebook Ads Manager
- Tools you can use right away to increase your online lead conversion rate
- A six-step nurturing system to keep leads warm until they are ready to convert and how you can automate that system

■ Mind Health: Building Mental Resilience

Wednesday, May 26, 2021

10 a.m. – Noon

\$30^{+HST}

Instructor: *Jennifer Ezrin*, Good Life

In this session you will learn:

- How mental fitness is as important to the body as physical fitness
- How possessing good mental health allows us to be creative
- How to make the most of opportunities and fight stress
- How practicing mental fitness daily will help you achieve and maintain a mentally healthy state
- Explore 12 techniques to develop mental fitness

■ Presenting Offers Effectively

Thursday, May 27, 2021

9:30 a.m. – 10:30 a.m.

\$25^{+HST}

Instructor: *Hugh Foy*

In this session you will learn:

- How to look at both sides of the presentation
- What to do when you represent the Seller client
- What to do when you are the Co-operating Real Estate Professional preparing an offer from your Buyer being presented through the Listing Sales Representative

For more information contact:



REALTORS® ASSOCIATION
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~ Since 1921 ~

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