

SUMMER EDITION

JULY 2016



RE/MAX® ESCARPMENT
REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

NEWSLETTER

July Calendar

NOTE: All Offices & Appointment Centre will be closed Sat. July 1 for Canada Day. The Appointment centre will be open Sun. July 2, and Mon. July 3, however all Offices will be Closed on Mon. July 3.

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
3 <i>All Offices Closed, however the Appointment Centre will be open 9-5.</i>	4	5	6	7
10	11	12 TECH DAY BOOTCAMP (WINTERBERRY)	13	14
17	18 faiour TRADE RECORD TRAINING (WINTERBERRY)	19 WORDS THAT SELL (WINTERBERRY)	20 WEBFORMS FOR BEGINNERS (WINTERBERRY)	21
24	25	26 STRUCTURE YOUR BUSINESS & YOUR LIFE (WINTERBERRY)	27	28
31	 CANADA 150 1867 - 2017			

Our Mission: Experience our Experience



Maintain a Positive Environment and a Family Spirit



Create Fun and Strive to be Different



Earn Customer Loyalty and Respect Every Day



Be Adventurous, Creative and Open to Change



Don't take Success for Granted



Pursue Innovation, Learning and Sharing Knowledge



Delivering what we Promise and add Value Beyond what is Expected



Care about our Community and Our Environment

our values

CONTINUING EDUCATION

TECH DAY BOOTCAMP

DATE: Wed. July 12

TIME: 9:30 - 12:30

LOCATION: Winterberry Office

MENTOR: Joey Zurini

REGISTER BY Monday, JULY 10

Take the guess work out of technology at RE/MAX Escarpment—open to ALL AGENTS, not just new ones! Includes:

- Internal and external RE/MAX tools, including QOC (Virtual Office incl. message & showing summary), Company Website, Logging into MCS to access company message board & Office Tools for Spec Online, Community Videos, etc.
- Useable statistics on Realtor.ca/Fusion/Matrix
- Learn 5 pieces of pirce improvement ammunition.

A LAPTOP/DEVICE IS MANDATORY FOR THIS SESSION!

TRADE RECORD TRAINING: FALTOUR PAPERLESS

DATE: Tues. July 18

TIME: 10:00 - 11:30

LOCATION: Winterberry

MENTOR: Pat Kozak

REGISTER BY Friday, JULY 14

Learn how simple it is to complete your trades in Faltour. Sit with Pat for 1 1/2 hours and she will take all of the mystery out of it and provide you with a paper reference book that will walk you through it step by step.

SEATING IS LIMITED! REGISTER EARLY.

WORDS THAT SELL

DATE: Wed. July 19

TIME: 10:00 - 12:00

LOCATION: Winterberry Office

MENTOR: Conrad Zurini

REGISTER BY MON. JULY 17

Learn how to use words to seduce your clients, grab their attention and stand out from the crowd. This session will look at everything from ad copy, to extra remarks and blogging.

WEBFORMS FOR BEGINNERS

DATE: Thurs. July 20

TIME: 10-12

LOCATION: Winterberry

MENTOR: Joey Zurini

REGISTER BY TUES. JULY 18

Is WebForms a mystery to you? Let Joey help you learn how to create a transaction kit with all of the pertinent forms, and how to access clauses to help you do business faster and more efficiently when typing an offer. Please note: this session will only concentrate on the logistics of typing an offer and related documents, not the actual information that should be in an offer. **LAPTOP IS MANDATORY FOR THIS SESSION!**

STRUCTURE YOUR BUSINESS & YOUR LIFE

DATE: Wed. July 26

TIME: 10:00 - 12:00

LOCATION: Winterberry Office

MENTOR: David Yunker

REGISTER BY MON. JULY 24

Are you struggling daily to structure your business & your life to achieve success? Work/Life balance often seems like an intangible goal, but together we can set guidelines that will help you be more efficient, and enable you to bring more balance into your life. This will be an interactive session, so bring your challenges, ideas, and strategies to share with those in attendance. Let's share the roadmaps to success, the bumps in the road, and much more. You should walk out of this session with the GPS and the activities that will lead you along the road to success.



Save the Date



RE/MAX Escarpment
Annual Charity

BBOQ

at the QUEENSTON OFFICE BACKYARD

in support of the
Children's Miracle Network

**THURSDAY
AUGUST 10**

in conjunction with



Miracle Treat Day!



It is with best wishes for the future that we wish to congratulate **Joe Collina**, long-time manager of the Burlington North Office, on his well-deserved retirement. Joe has been the manager since the office opened in 2004 and his commitment to his agents has been tremendous.

Best Wishes Joe for a job well done, and some well earned relaxation! Thank you for all you have done for RE/MAX Escarpment over the years.

With big shoes to fill, we are pleased to announce that **Lynn Hoffmann** has stepped in as the new manager of the Burlington North office. Lynn will split her time between the North office and the newest Downtown location, and looks forward continuing her work in developing the RE/MAX Escarpment Luxury and Wealth Services Division.

Lynn can be reached directly at **ext. 8600 or 7000, or 416-953-1149 or at lynnhoffmann@rmxemail.com**



Farewell Joe... Welcome Lynn