

NEW AGENT TRAINING—2022

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)

*One-day classroom is at the
Realtor® Association.

'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 e-Courses 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, 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 2022 "in-person" class date:
(choose one)

☐ February 9 ☐ May 18 ☐ October 5

Time: 9:00 a.m.—4:30 p.m.

Location: RAPV (classroom day only)

New Member Price*: \$35.00

Regular Member Price: \$59.00

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.

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

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