



SMARTRE[®]
TRAINING

Benefits of Membership

Members of **Smartre Training** are provided with a complete business system for creating a profitable real estate agency. **Smartre Training** agencies regularly outperform their competitors, achieving consistent results and long-term profits, without the agency principal or leader having to list or sell. Members have access to advice, tools and systems to boost your agency's profitability, hire winning salespeople and improve results.

Smartre Training Focuses on sales, leadership and management. We offer our member agencies ongoing support through dedicated consultants and regular interactive events, 24/7 availability to tools, systems and real estate training through iTrain, to ensure that their business goals are achieved.

Training

Sales

Smartre Training provides the country's best real estate training through live seminars and online training. Our flagship sales program Winning Ways: Greatness – unquestionably the most comprehensive end to end real estate sales system within the country. Live seminars also include Master Classes and half-day workshops. Your salespeople will have exclusive access to this training via your membership with Smartre Training.

Leadership

Regular Online Leader Forums give you the opportunity to share your thoughts, ideas and challenges with other like-minded leaders from across the country.

The annual leadership seminar is a unique opportunity to focus your leadership development within the specific context of running a real estate business.

Management

The Smartre Management System is designed to increase agency performance, improve your quality of life and reward you for your effort. Our team will work with both yourself and agency administration to help implement this system into your business. This system is presented as a five-day program throughout the year. Members may attend multiple presentations of the Smartre Management System across the country.

iTrain

iTrain is both a website and a mobile app through which you can access Smartre Training's extensive training resources. This includes interviews with current real estate leaders and salespeople, recordings of live seminars and content built exclusive for iTrain.

Support

Present Condition Analysis

A Smartre Training consultant will, in collaboration with you, analyse the strengths and weaknesses of your business. This analysis helps with the initial implementation of the Smartre Business System within your agency.

Branding and Marketing

Membership entitles you to access an enormous library of marketing material design to build your agency's brand recognition as well as generating listing opportunities for your sales team.

Products

Products designed to give your agency the edge, such as the Smartre Sale Demonstration Folder, as well as a variety of information booklets customised to you and your team members are all available.

Tools

Members have access to our DREAM Suite – a toolbox for real estate agency management. We also provide access to DISC profiling, listing analysis, sales reports and our Goals Buddy.

Hotline Support

No matter the challenge you face in your business, a solution – or at least another perspective – is a phone call away. The Hotline can help you with Implementation, Hiring advice, team challenges, financial management and marketing.

Development

Foundations Day eMeetings

Enrol your sales recruits to a Foundations Day, before or shortly after, commencing employment. Here they will learn more about their new career, become motivated to do well, and have their career obligations clearly spelt out. A Smartre Training consultant will give you an evaluation of the team member's likelihood of success.

System Updates

Membership will keep you abreast as the Smartre Management System evolves to meet new challenges and seize new opportunities.



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