

Membership & Training

Your Real Estate Industry Partners

Training - Coaching - Systems - Events - Recruitment - Frameworks & Models - Marketing - Publishing

Hello and welcome to Real Estate Academy. We are often asked to describe what we do and who we help. To put it simply, we partner with business owners and real estate professionals in sales and property management to help them build a brand that sets them apart from others.

How we help is constantly changing. Our methods evolve in line with changing consumer habits, changing markets and global advancements in technology and educational thinking. Fail to adapt and evolve in today's fast changing world and you may as well prepare to fail.

No year is ever the same as the last. This means we are always at the forefront of innovative digital training and communication solutions. It enables us to bring the latest thinking, tech and techniques to the ever-changing challenges faced by real estate professionals and the industry.

Here's a brief rundown of what we do and offer…

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- We produce and facilitate live training courses and events like The Complete Salesperson Course and our annual Complete Leader Conference. □
- We produce customised digital multimedia training on demand, better known as TOD, in our purpose-built Multimedia Bar. TOD is the future of training because it delivers what you need to know, when and where you need it. □
- We deliver regular sales and property management coaching for members via our ever-popular Real Estate Hot Topics audio program. □
- We run monthly workshops and webinars on a range of topics from our state-of-the-art Amphitheatre. □
- We design, build, host and support real estate software like Complete Data. □
- We build innovative selling systems, which today are based on the world's number one proven selling method - social selling. □
- We give members unlimited access to our constantly growing Digital Resource Library. This lets them tap into hundreds of letters, emails, articles, tools and resources they can use on the job. □
- We educate and support new recruits with digital Certificate of Registration Training and onboarding programs. □
- We design and build a range of customised marketing and branding collateral, including listing kits, knowledge books and buyer booklets, all using our very own, world first web book and robot marketing technology. □
- We design and build business frameworks for owners to bring visibility and structure to their organisation. □
- We publish our own quarterly industry magazine - Real Estate Hot Topics - and have our very own book production team. So far I have written and produced 5 books to help real estate professionals and we can help others write and release their own book too. □
- Lee Woodward is also personally available to consult to your organisation, present at your conference or design and deliver tailored in-house training on request.

Come join the industry's elite and partner with us in 2020. Call us on 1300 367 412 to learn about the many options available to you.

Digital Plan



[Watch Video](#)

<http://vimeo.com/357499892>

What You'll Receive…

-
- Audio Coaching - Leadership, Sales, Property Management (Real Estate Hot Topics)
- Webinar Coaching Sessions (TOD Power Talks)
- Latest industry Assets & Resources (Frameworks Digital - Leadership, Sales, PM)
- Member Rates - Real Estate Academy events, Online Courses & Products
- TOD Online Courses x 2 ([Activate](#) & Prospecting for Future Business in Real Estate)

Investment…

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- Individual

\$89 p/m or \$800 yearly

Office

\$195 p/m (Up to 25 logins)

\$295 p/m (Up to 99 logins)

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- Corporate

25+ Offices, Unlimited logins - \$59 p/m, per office

Business Plan (Digital & Events)

What You'll Receive…

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- 15 complimentary member seats to any venue for the following events...

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- The Complete Salesperson Course
- Sales Coaching Workshops
- Property Management Coaching Workshop
- The Complete Leader Conference
- The Complete Real Estate Management Course

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- 'Member Rates' to all other REA events, Online Courses & Products
- Audio Coaching for Leadership, Sales, Property Management (Real Estate Hot Topics)
- Webinar Coaching Sessions (TOD Power Talks)
- Latest industry Assets & Resources (Frameworks Digital - Leadership, Sales, PM)
- TOD Online Courses x 2 (Activate & Prospecting for Future Business in Real Estate)
- Up to 25 logins to access the above 4 deliverables

Investment…

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- \$495 per month (\$5940 yearly)

Enterprise Plan (Digital & Events)

What You'll Receive…

- - 30 complimentary member seats to any venue for the following events...

- - The Complete Salesperson Course □
 - Sales Coaching Workshops □
 - Property Management Coaching Workshop □
 - The Complete Leader Conference □
 - The Complete Real Estate Management Course

- - 'Member Rates' to all other REA events, Online Courses & Products □
 - Audio Coaching for Leadership, Sales, Property Management (Real Estate Hot Topics) □
 - Webinar Coaching Sessions (TOD Power Talks) □
 - Latest industry Assets & Resources (Frameworks Digital - Leadership, Sales, PM) □
 - TOD Online Courses x 2 (Activate & Prospecting for Future Business in Real Estate) □
 - Up to 25 logins to access the above 4 deliverables

Investment…

- - \$950 per month (\$11400)

Live Events & Online Training

1. TOD Power Talks (Complimentary Webinar)

- - We run regular live webinar coaching sessions (TOD Power Talks) in the area of real estate Leadership, Sales, PM which are individually valued at \$195 each. [Click Here](#) and send full details to book yourself into our next TOD Power Talk.

2. TOD Online Courses

- - [Click Here](#) to access our TOD Online Courses in the area of real estate Leadership, Sales, PM.

3. TOD Custom

Think of a SKILL you need YOUR PEOPLE TO MASTER right now!

It could be perfecting the listing presentation, nailing the negotiation process or mastering the price reduction. Perhaps your team isn't generating sufficient leads to keep the pipeline flowing or are struggling in the buyer management department. Maybe it's something very specific like trust accounting, a leadership issue or time management.

Whatever your pain points, we can now custom design and produce the training you need, in a format that suits you and with the elements that fit your brand, your location and your people - ON DEMAND

[Click Here](#) to view our entire TOD process and contact us so we can discuss the most appropriate outcome for you, your team or organisation.

4. The Complete Salesperson Course

- - [Click Here](#) to see upcoming dates & venues.

5. Coaching Workshops (Leadership, Sales, PM)

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- [Click Here](#) to see upcoming dates & venues.

6. The Complete Leader Conference

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- [Click Here](#) for details on next event.

7. The Complete Real Estate Management Course

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- [Click Here](#) for details on next event.

8. Keynote Presentations

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- [Click Here](#) and send your request.

Where To From Here?

Join Online

-
- [Digital](#) □
- [Business](#) □
- [Enterprise](#)

Contact Us

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We look forward to the opportunity of working with you as your training partner.

Regards

Cristian Orrego

Director of Coaching