

Sutton Group-Summit Realty Inc., Brokerage
The most productive Sutton Office in Ontario!

1) Excellent Training and Support Systems:

A) We have developed an in-house Training system called the "Quick Start Selling System".

The program has worked equally well with those new to Real Estate and those wishing to improve past sales volumes. We cover all areas of Real Estate sales and place special emphasis on assisting the Salesperson to set up and implement a workable **Business Plan**. Creating structure to your career is crucial to your success. **Our system WORKS!**

It is a modular program so that anyone can jump in at anytime in the program. We have recently added a section on **Real Estate and the Social Media**. This is an excellent avenue to personal marketing.

B) Office Coaching Program

This version of a Coaching program works provides exceptional on-going support. We have 3 experienced people on our residential management staff and 2 others for Commercial Real Estate to assist with any problems or questions 24/7. We **guarantee a return call** as soon as possible after receiving a page with 3 minutes being our targeted response time.

There is no need to be left hanging out there on your own when you need assistance as is the norm in most Realty offices. We care and we will HELP!

C) Two levels of Individual Coaching Programs

We have true **COACHING SYSTEMS** both **for new agents** who are trying to establish themselves in a new industry **and** a second level of **COACHING for agents with real estate sales experience** but who wish to take their business to an entirely new level.

70% of the salespeople in our industry never achieve their true potential. We will provide that opportunity to anyone who is truly serious about being success full in real estate sales.

D) Video Training

Our agents receive a weekly training video to be viewed from the comfort of their home computers from one of North America's best know Real Estate Training companies. This is another **FREE** component of our ongoing commitment to training and improvement.