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MASTERS ACADEMY

2021 **VIRTUAL** REAL ESTATE CONFERENCE

LIVE ONLINE

November 2-4, 2021



WHERE TOP PRODUCERS GO TO LEARN

Real-time, real estate sales and business intelligence for **today's environment.**

Join an elite group of top real estate professionals for three days of rapid-fire actionable advice, practical strategy and industry insights from some of the brightest minds this industry has to offer.

Nowhere else will you experience an online gathering of such high calibre talent in one conference.

Virtual Masters Academy 2021 is about getting better and mastering the skills you need to build a profitable business that will outperform in any market and under any circumstance.

IDEAS

INNOVATION

RESULTS

PROCESS

Why Attend this Virtual Conference?

1

FAST-PACED, CONTENT-RICH

Designed specifically to combat screen fatigue and keep you engaged.



Small Giants

3-minute small ideas that have a big impact.



Lightning Rounds

12-minute rapid-fire "How-to" talks.



Genius Interviews

Live Q & A with real estate trailblazers and experts.



Tool Time

Roll up your sleeves and do the work to lock in learning.

2

REAL TIME, REAL ESTATE SALES INTELLIGENCE

What every agent must know to thrive in today's new normal.

- Current industry trends, real estate's biggest challenges and a glimpse into the future of real estate post-quarantine.
- The most cost-effective, actionable real estate lead and marketing strategies that will generate results in your business today and into the future.
- The step-by-step processes for implementing these lead and marketing strategies immediately into your business.

3

INTERACTIVE, ENGAGING, ENTERTAINING

You will be amazed at how much fun a virtual event can be!

- Small breakout sessions give attendees the opportunity to network and learn from real estate professionals.
- Live question and answer sessions with select speakers, trainers and panelists will ensure your needs are addressed.
- Carefully crafted tools and exercises designed to help you to walk away with a complete 2022 Success Plan.

A Few Featured Presenters



RICHARD ROBBINS

Founder, CEO | Richard Robbins International (RRI)
one of North America's top real estate training and coaching organizations with 10,000+ coaching grads and 300,000+ RRI conference attendees and counting.



DON MILLER

Author | *Building a Story Brand*
CEO of Business Made Simple and author of several books including the bestseller *Building a StoryBrand*.



MEG MCLEAN

Rockstar Rookie based in Whistler, BC, Meg has shattered any beliefs that you can't be a top agent in your first year!



NIRSH ARULNAYAGAM

Top Producing Real Estate Broker with 9 Years Experience
| RE/MAX Titan and Chairman's Club Award Levels.



STEVE KARRASCH

Team Leader | Karrasch Real Properties
A trusted real estate resource for countless clients best known for his innovation and always raising the bar.



KRISTEN MANIERI

Certified Habits Coach, Author of *Better Daily Mindfulness Habits* and Host of 60 Mindful Minutes Podcast. Kristen specializes in habit building, stress reduction, productivity and resilience.

2021 Topic Highlights

CLARIFY YOUR MESSAGE SO CUSTOMERS WILL LISTEN

How the Power of Story Can Grow Your Business

Most sales professionals struggle to explain what they do. It's not because they aren't smart, hard-working or likable, it's because they aren't communicating clearly. StoryBrand helps you understand what customers are looking for so they can tell their story in such a way people listen. The human brain is drawn to clarity and away from confusion. If customers are confused about what you offer, they'll look past you for somebody who can say it clearly. Once you clarify your message, you will begin to grow.

HOW I DID 50 TRANSACTIONS IN MY FIRST YEAR

Secrets of a Rockstar Rookie

Join Meg McLean, a high energy, talented real estate professional who is just entering her second year as an agent and shattering sales goals monthly. How does she do it? What did she do that resulted in over 50 transactions in her first year? Meg will share, step-by-step, the things she focused on that had the biggest impact on her success.

TURN OLD LEADS AND LISTING LEADS TO NOW BUSINESS

You have more leads than you think, learn how to convert more with these innovative tips.

Conversion scripts and tips for incoming listing leads that produce incredible results. Plus learn unique and innovative ways to leverage your database and old leads to generate business now.

GENERATE AND CONVERT MORE LEADS WITH VIDEO, YOUTUBE AND BEING YOU

Learn step-by-step exactly how video guru, Steve Karrasch produces 3 high quality, highly entertaining videos a week that not only answer questions on buyers and sellers minds but some that they haven't even thought of. You'll also learn how to leverage YouTube's search engines to get your videos seen!

HOW TO GET OFF THE REAL ESTATE TREADMILL

What you need to do and what you need to delegate.

The past 18 months have been a challenge for agents at all production levels. Whether you've been run off your feet and exhausted trying to keep up with client and market demands or are confused and stressed trying to do everything to survive and not doing anything well. Both scenarios result in you feeling like you're on a treadmill chasing the next thing on your list. Join Nirsh and learn, step-by-step, how he took back control of his time, his business and his life.



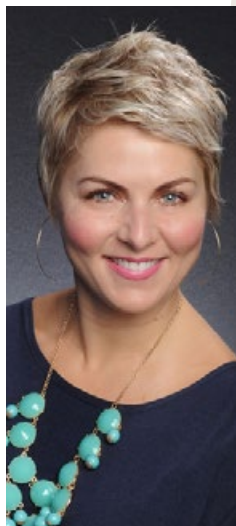
LIVE LEAD CONVERSION ROLE PLAY

Listen, watch and learn from the pros

Regardless of where the incoming lead is coming from, your website, your company website, a listing, social media or a paid lead source -- this is your rare opportunity to witness first hand exactly how one top producing team has gone from 20 online lead transactions per year to over 100, representing 35% of their business.



Rave Reviews



Bar none, one the best conferences I've been to.

Was absolutely, bar none, one of the best conferences I have been to. The effort and energy that went into making the virtual experience awesome for all online was just incredible. Fantastic tools, ideas, networking, collaborative breakout sessions and top notch speakers that captured attention from start to finish.

Kathy Thirsk
RE/MAX Hall of Fame
Diamond Award Level



An unbelievable community of top agents willing to share.

RRI offers not only the best coaching in the business but access to an unbelievable community of top agents all willing to share their secrets and help each other grow.

Mike Kearns
Top 1% Royal LePage
Chairman's Club

GOOGLE REVIEWS

John Carter



One of the best real estate coaching and training organizations in North America by far! I like Richard's philosophies on systems, mindset and relationship building, while staying current with changes in technology and marketing like social media and video, for example!

Barbara Brindle



Fantastic organization from the top down! Always evolving and bringing new content and creativity to the Industry. Appreciate the passion and dedication of the entire team. Thank you for all that you do!

Roger LeBlanc



Excellent sessions, great presenters and relevant and timely content that I can apply with my clients. Best of all networking with people from all over North America and making new friends.

Bruce Weiss



This company truly delivers the unexpected! They are authentic and passionate about delivering world class real estate and life enhancing education and experiences.



Register Today

Virtual Masters Academy 2021

November 2-4, 2021
11am to 5pm ET Day 1, 2
11am to 3pm ET Day 3

FOR TICKETS

Call 1.800.298.9587 | Online at RichardRobbins.com or
Email: info@richardrobbins.com