



BUFFINI & COMPANY
THE PATHWAY TO
MASTERY
Essentials

RE/MAX
EDITION

RE/MAX Presents The Pathway to Mastery® — Essentials!

Developed by industry legend Brian Buffini, **The Pathway to Mastery—Essentials** provides a deep dive into lead generation, negotiation strategies, buyer and seller tactics and more!

During this course, you'll learn:

- Best practices for working with 5 different buyer types.
- Critical dialogues and tactics for selling to a seller.
- How to master 7 essential negotiation strategies.
- Tactics to acquire a steady stream of quality leads by leveraging your advocates.

In just 8 weeks, agents are averaging \$50,490 in income and 6 transactions

INVEST
ONLY
\$395*



*Buffini & Company Members Pay Only \$195! Offer valid for One2One Coaching, Group Coaching and Referral Maker(R) PRO Members Only.

Classes Start April 15, 2021!

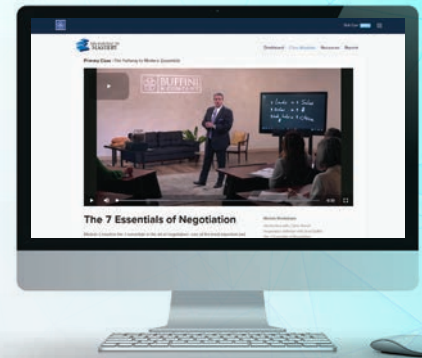
Register now at buffiniandcompany.com/remaxessentials21



Everything you need on The Pathway to Mastery

The Pathway to Mastery—Essentials Course is Delivered

through your Online Resource Center, which includes eight content-packed video modules and corresponding business-building activities—all designed to help you master skills for increasing sales.



Your Essentials Student Kit is Packed

full of marketing materials to help you provide exceptional service that'll lead to a steady stream of quality leads.

- Training Workbook
- Items of Value
- Personal Notecards
- Win the Day Worksheet
- Marketing Calendar
- "Oh, By The Way®..." Stickers



Complementary Access to Referral Maker CRM

The Essentials course is seamlessly integrated with our award-winning productivity and contact management tool.

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