



SYSTEMS

▶ FOUNDATIONS E-MEETINGS

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

▶ PROGRAM UPDATES

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

▶ TERRITORIAL EXCLUSION ZONE

You can elect to have a Territorial Exclusion Zone, an area of approximately 10,000 properties in which Pittard agrees not to train your competitors. For a higher fee, you can extend the exclusion zone to a larger area. You remain free to list and sell outside the Territorial Exclusion Zone (unless your franchise prohibits you from doing so), but Pittard will not train your competitors within that area. Alternatively, you may decline the Territorial Exclusion Zone and allow Pittard to market its services to your competitors.

These options provide your company and Pittard a flexible level of commitment to each other. You may terminate your seven year agreement at any time with six months notice. There is also a minimum two year membership if you take the Territorial Exclusion Zone.

THANK YOU

for considering the benefits of Leaders Circle membership. We do hope that you will allow us the opportunity to work with you towards Freedom of Choice. You will be joining the most dynamic and profitable real estate agents in Australia.
WE LOOK FORWARD TO WORKING WITH YOU.

Membership Enquiries | pittard.com.au



PO Box 2045, Strawberry Hills NSW 2012 Suite 71, Level 4, 330 Wattle Street, Ultimo NSW 2007 Phone (02) 8217 8500
• Free Call 1800 663 600 (Australia) Free Call 0800 448 065 (New Zealand)
• Email info@pittard.com.au



THE LEADERS CIRCLE

MEMBER BENEFITS



TRAINING

SUPPORT

The Leaders Circle is an ongoing training and support program for leaders who use Pittard's Agency Profit System. As a member, you are never alone in your quest to take your business to the ultimate success level.



TRAIN THE LEADER

Leaders Circle members may attend multiple presentations of the *Agency Profit System*. Regular online Leader Forums give you the opportunity to share your thoughts, ideas, and challenges with other like-minded leaders from Australia and New Zealand. The annual Leaders Retreat is a unique opportunity to be trained by a Leadership expert and to mix with other leaders. Every quarter you can look forward to a Leaders Live interview with some of the best agency leaders in the system, streamed on iTrain.



TRAIN THE TEAM

Pittard provides the world's best real estate sales training through live seminars and online training. Seminars include the three day *Winning Ways* seminar, the annual *Real Estate Agents Convention* and *Winners Circle Workshops*; plus regular online webinars and interviews.

Your salespeople can access this sales training through membership of *The Winners Circle*. Your *Leaders Circle* membership provides complimentary *Winners Circle* membership for you and your business partner or spouse.



iTRAIN

Access Pittard's extensive training resources online through the iTrain website or mobile app.

HOTLINE SUPPORT

No matter the challenge you face in your business, a solution - or at least another 'slant' - is a phone call away. The Leaders Circle Hotline can help you with:

- Program Implementation
- Hiring advice
- Staff challenges
- Financial management
- Marketing

PRESENT CONDITION ANALYSIS

A Pittard consultant will, in collaboration with you, analysis the strengths and weaknesses of your business and help you plan the steps to install the *Agency Profit System* in your agency.

MARKETING

Connect to your target market and attract more business with our huge range of marketing material and ideas.

PITTARD PRODUCTS

Products designed to give your agency a marketing edge, such as the Smart Sale Listing Presentation Folder are exclusively available to *Leaders Circle* members.

TOOLS

Members have exclusive access to Pittard digital tools such as DISC Assessments, APS DREAM sales & listing analysis, Call Reports and Goals Buddy.

IT HELP

Need advice on setting up a website, internet marketing, selecting a CRM or anything else IT-related? With our wealth of knowledge and computer resources, your technology questions can be answered with a phone call or an email.



DANNY EDELDOHLS,
DANNY EDELDOHLS PROPERTY SALES

"If you want to get serious about your business the *Agency Profit System* is a **MUST ATTEND** - especially if you want to make the transformation from Salesperson to Leader and stop 'Being the Business!'"



DANIELLE KENNEDY,
FIRST NATIONAL O'MEARA KENNEDY REAL ESTATE

"Pittard makes a difference to me and our team. They share the values of integrity and professionalism of putting people first. I always walk away from the training sessions better than I arrived."