



**REAL ESTATE ACADEMY**  
A Lee Woodward company

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**THE COMPLETE COACHING PROGRAM**  
THE HOTTEST MEMBERSHIP FOR ALL DEDICATED REAL ESTATE PROFESSIONALS

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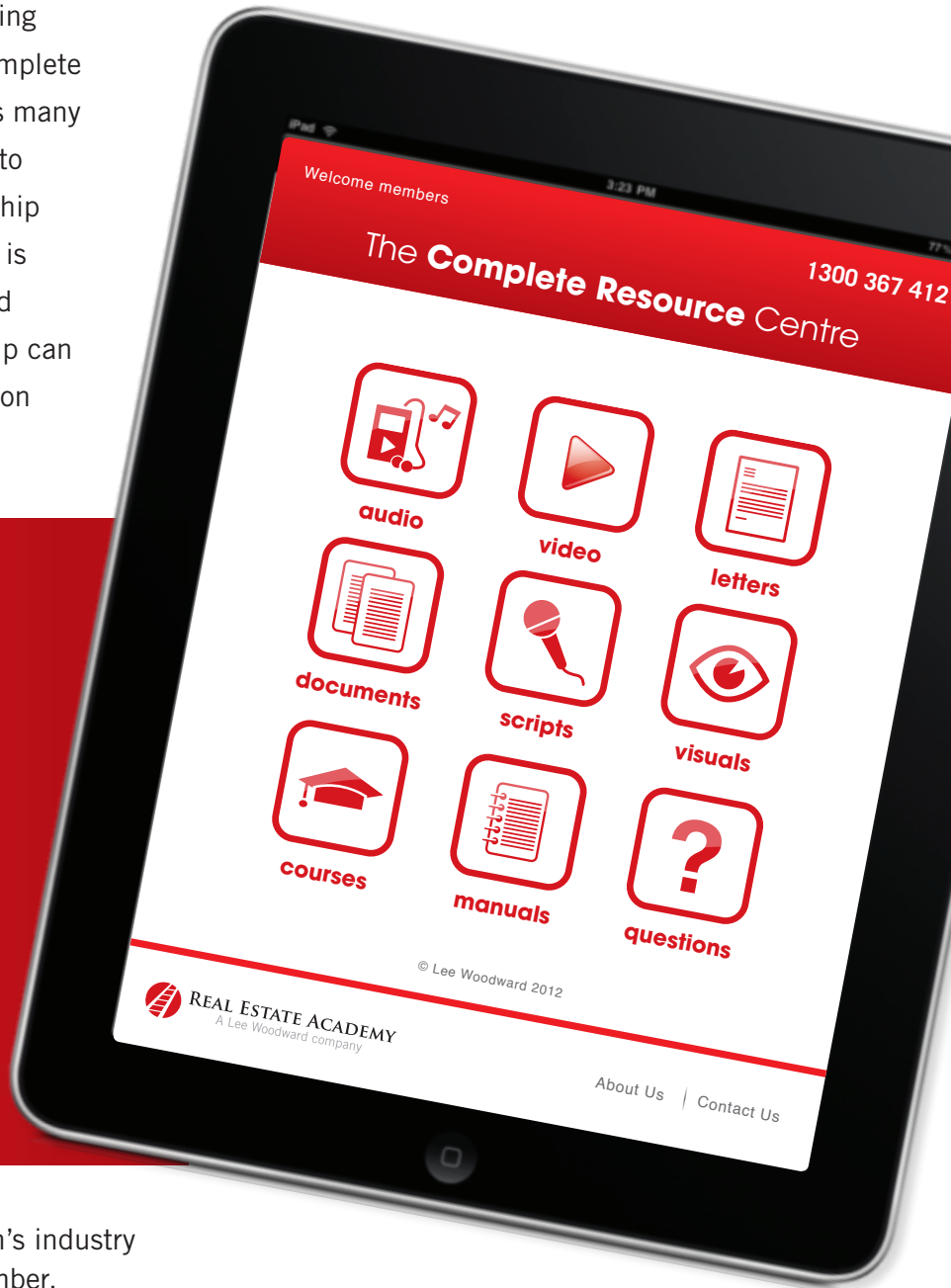
# REAL ESTATE ACADEMY

## THE COMPLETE COACHING PROGRAM:

Instead of paying a lump sum for training and professional development, The Complete Coaching Program allows you and/or as many members of your team as you require, to subscribe to REA's all-in-one membership system. Best of all, each membership is fully transferrable, meaning that should your subscriber leave, their membership can simply be transferred to someone else on the team – it couldn't be easier.

Now for the first time, **Real Estate Academy** members have personal access to a **wealth of marketing templates, scripts, training audio, learning content** and more – online at **The Complete Resource Centre**.

Just one more reason to join the nation's industry leaders as a Real Estate Academy member. Contact Cristian Orrego on 0418 167 418 for details on a membership package to suit your needs and career aspirations.








# IT'S YOUR CHOICE.

## THE COMPLETE COACHING PROGRAM:

### IT'S YOUR CHOICE

Three different membership categories are available to cater for different needs and budgets – **saving you thousands!**

	 BRONZE	 SILVER	 GOLD
<b>TRAINING AND EVENTS</b>			
Unlimited access to The Complete Salesperson Course	✓	✓	✓
Exclusive access to all Supercoach Workshops (Silver & Gold Complementary)	✓	✓	✓
Complete Leader			✓
One complimentary ticket for a registered Admin staff to attend The Complete Salesperson Course			✓
Invitations to REA's innovations / workshops			✓
Membership rates for REA owned events & product purchases (excl Complete Data & member only products)	15%	20%	25%
<b>AUDIO AND VIDEO COACHING</b>			
Real Estate Hot Topics (current series)	✓	✓	✓
Previous Series of Real Estate Hot Topics		✓	✓
All previous series of Real Estate Hot Topics (downloadable via reamember.com.au)	✓	✓	✓
Bonus Audio CD x 3		✓	✓
Listing Audio CD	✓	✓	✓
Listing Presentation DVD	✓	✓	✓
Video Coaching Tips	✓	✓	✓
<b>REAL ESTATE SOFTWARE</b>			
Complete Data Plus (incl. maintenance package)		✓	✓
<b>ADDITIONAL BENEFITS</b>			
Access to the national agent referral network	✓	✓	✓
What to Say, What to Send Book	✓	✓	✓
Access to the REA resource centre (incl. docs, audio & video) reamember.com.au	✓	✓	✓
Custom visual communications (incl Complete Selling Plan)	✓	✓	✓
Transferable Membership between team members		✓	✓
Additional pass to all REA events for PA with member			✓
<b>Weekly Investment</b>	\$35	\$72	\$109
<b>Monthly Payable</b>	\$151	\$312	\$472
<b>Kick Start Fee</b>	\$295	\$495	\$495

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## Training & Events



### the complete leader conference

Join Lee Woodward and a unique line-up of leadership professionals as they challenge existing business models and tackle, head-on, the most crucial issues facing real estate industry leaders today.



### what to say what to send

Lee Woodward's book is the capturing of years of research and feedback from industry professionals and those on the other side of the fence - the vendors and the buyers.



### hot topics sales mastery

Including material from 2000 Workshops & Events, 146 Audio CDs, 10 Years of Hot Topics the Audio, Hot Topics the Magazine & Lee Woodward's renowned book, What To Say, What To Send.



### the complete salesperson course

Join Lee Woodward for The Complete Salesperson Course. An exciting, yet challenging 2 days, structured to cover the four major components of the real estate industry – FIND, LIST, COMMUNICATE & SELL.



### supercoach workshops

Attendance at a 4-hour power workshop on one specific topic is a brilliant way to learn, as is interacting with dedicated agents because it gives you the opportunity to extract skills, views and strategies that may not be commonly used in your own area.

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The Time is **Now** 

**PHONE.** 1300 367 412



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# MEMBERSHIP APPLICATION FORM

Please send completed and signed registration form including payment details to:

EMAIL: sales@realestateacademy.com.au  
PHONE: 1300 367 412 FAX: 02 9225 9477  
POSTAL ADDRESS: Real Estate Academy PO Box 4053 East Gosford NSW 2250

### MEMBERSHIP TYPE

Individual  Company (Number of members) \_\_\_\_\_

### MEMBERSHIP CATEGORY

Prices are per person including GST:

Bronze \$151.00 per month (Bronze Kickstart \$295.00)  Silver \$312.00 per month (Silver Kickstart \$495.00)  Gold \$472.00 per month (Gold Kickstart \$495.00)

### MEMBERSHIP DETAILS

Name:	DOB ___/___/___	Company name:
Phone:		Fax:
Email:		Mobile:
Address:		
Contact (for company memberships only):		

### COMPANY MEMBERSHIP / MEMBER DETAILS (Please complete for Company memberships)

Name:	DOB ___/___/___	Name:	DOB ___/___/___
Mobile:		Mobile:	
Email:		Email:	
Name:	DOB ___/___/___	Name:	DOB ___/___/___
Mobile:		Mobile:	
Email:		Email:	
Name:	DOB ___/___/___	Name:	DOB ___/___/___
Mobile:		Mobile:	
Email:		Email:	



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## MEMBERSHIP APPLICATION FORM (Cont)

### MEMBERSHIP AGREEMENT AUTHORITY

I have read the attached terms and conditions. I hereby apply for membership with Real Estate Academy (Australia) Pty Ltd and agree to their terms and conditions.

Name of signatory:	Date:	(DD/MM/YYYY)
Signature:		

### PAYMENT METHODS

**Option 1 Credit Card**

Credit Card (For credit card minimum term is 12 months. Please refer to Terms & Conditions)

Mastercard  Visa  Amex

Card number:	Expiry:	/	(MM/YY)
Name (as appears on card):			
Cardholder's signature:			

**Option 2 Direct Debit**

### DIRECT DEBIT

For direct debit minimum term is 12 months. Please refer to Terms & Conditions. Please note if you choose direct debit the forms will be forwarded via email by our accounts department on receipt of the signed application form.

“You are entering into a membership contract for 12 months minimum amount payable Bronze \$2107 Silver \$4239 Gold \$6159” full terms & conditions available at [www.realestateacademy.com.au](http://www.realestateacademy.com.au) or available on request.