



Wednesday, September 25 | BMO Centre at Stampede Park

Connect with fellow RLP'rs on the 3rd floor concourse. Grab a coffee sponsored by CREA and Realtor.ca. Make sure to say hello to our sponsors and exhibitors and visit the Shelter Foundation Silent Auction before lunch to make your final bids. **Please ensure you wear your badge at all times. This is your pass for entry into all NSC sessions and events.**

General Session | Champions Ballroom (3rd floor)

9:00AM - 10:00AM | Building a business and life you love, you really can have it all

Richard Robbins, Founder & CEO, Richard Robbins International Inc. (RRI)

As entrepreneurs, the aspiration is to build a business that fully supports the life you want to live. However, the reality can sometimes feel like your life is funding your business rather than the other way around. For over 25 years, Richard Robbins' organization has been empowering real estate professionals to create a business and life they truly love, where each day brings excitement and gratitude for the work they do and the people they serve.

In this transformative session, Richard Robbins will unveil four essential components to building your dream business that seamlessly supports the life of your dreams. You really can have it all.



10:00AM - 11:00AM | Working Smarter Instead of Harder

Dr. Nick Bontis

Information bombardment is the single most damaging threat to your productivity – but, it doesn't have to be that way. Transform this challenge into a sustainable competitive advantage for yourself, and level up your leadership by working smarter instead of harder.

During this enlightening and action-packed presentation, you will learn:

- How to cope with information bombardment
- How to improve your ability to manage change
- How to boost productivity and efficiency
- How to speed up innovation through collaboration
- How to determine what leadership action you can take tomorrow

11:00AM - 11:15AM | Morning Break

11:15AM - 12:00PM | It is our business: Know what to do when intimate partner violence presents in a client or colleague

Dr. Katreena Scott, PhD C. Psych.

**Professor and Academic Director, Centre for Research and Education on Violence Against Women and Children, Western University
Tier I Canada Research Chair in Ending Child Abuse and Domestic Violence**

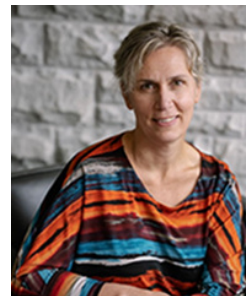
Our beloved Royal LePage® Shelter Foundation supports local shelters protecting women and children from domestic violence, and it makes contributions to national violence prevention programs. This session represents one of those investments, and while it is being offered to a wider audience, we have secured a session for the benefit of NSC delegates. This is our way to thank you for your support of the Shelter Foundation. And, if you are not yet a supporter, you will witness one of the reasons your contributions are important.

One of the easiest ways to support the Shelter Foundation is through the Commission Donor Program, for as little as \$25/end. Sign up at giveshelter.ca.

For context for this session, the mid 2010's marked a turning point in Canada. After two decades of declining or stable rates of domestic homicide and police-reported intimate partner violence, we are now in a period of year-over-year increase. It doesn't have to be this way. Join us as we open doors, foster conversations, and empower each other to create a safer future for all..

Key learning objectives:

1. Recognize signs: Learn about the prevalence of intimate partner violence and how to identify warning signs and risk factors for escalation.
2. Power of everyday relationships: Explore the value of engaging the power of everyday relationships to increase safety.
3. Supporting Change: Equip yourself with the skills to support those in abusive situations or those using abusive behaviours by acquiring the necessary knowledge to provide support and make informed referrals.



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Royal LePage®
SHELTER FOUNDATION™ Shelter Lunch, Live Auction & Awards
12:00PM - 1:30PM | Champions Ballroom

Join us for the legendary Shelter Lunch, featuring a Live Auction sure to pique your interest with its eclectic assortment of must have, luxe items. Enjoy camaraderie with new friends, as you watch the jam packed action as excursions (holiday anyone?) and “didn’t know I need THAT, but I do” items are sold to the highest bidder – all for our much beloved Royal LePage Shelter Foundation. This is also an occasion to be inspired and to salute individual RLP’ers with awards recognizing their commitment to Shelter Foundation. There’s so much to celebrate, that you won’t want to miss a second of this important event!

1:30PM - 2:00PM | Wrap Up & 2025 National Sales Conference Location Announced

Phil Soper, President & CEO, Royal LePage

Educational Breakout Sessions

2:00PM - 2:45PM | Percheron Rooms (3rd floor)

Make sure you arrive on time to secure a seat, space is limited.

Session descriptions and presenter bios can be found in the detailed breakout schedules that can be found online at royallepageevents.ca.

Percheron A

Raining Referrals: Uncommon Loyalty and the Power of Generosity

Presenters: Vonny Fast, Cutco Closing Gift Representative

Percheron B

Moneyball for Realtors: Maximizing your ROI

Presenter: Michael Froese, Royal LePage Prime Real Estate

Percheron C

The Social Selling System for Realtors

Presenter: Andrew Fogliato, Founder, Just Sell Homes

Percheron D

Speed Networking

Hosted by Anne-Elise Cugliari Allegritti Director, Communications, Royal LePage

Percheron F

Simple Insights for Extraordinary Success

Presenter: Chris Dunlop, Owner & Broker Royal LePage Estate Realty

Percheron H

Maximizing Internet Lead Conversion: The Strategic Value of Smart Campaigns

Presenter: Lesley Whittle, Learning Consultant & Curriculum Lead, Learning Services, Royal LePage Canada

Percheron I

A Team Leader’s Perspective: Real Estate Business Leadership in Challenging Markets

Presenter: Adil Dinani, Founder & Principal, Dinani Group, Royal LePage West Real Estate Services



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Educational Breakout Sessions Con't

3:00PM - 3:45PM | Percheron Rooms

Make sure you arrive on time to secure a seat, space is limited.

Session descriptions and presenter bios can be found in the detailed breakout schedules that can be found online at royallepageevents.ca.

Percheron A

The Changing Brokerage Landscape | Broker/Owner & Managers Session

Presenters: Mark Frenette, Director, Business Development - Ontario/Atlantic & Jim Morris, Director, Business Development - Western Canada

Percheron B

Let's Talk Trek! Challenge for Shelter Q&A

Presenter: Carly Neill, Fundraising & Communications Manager, Royal LePage® Shelter Foundation™

Percheron C

How to leverage TikTok for RE Success

Presenters: Neils Mack, Marketing Manager, Royal LePage Marketing & Ariane McCourt, Bilingual Learning Consultant & Project Lead, Royal LePage Learning Services

Percheron D

Speed Networking

Hosted by Anne-Elise Cugliari Allegritti Director, Communications, Royal LePage

Percheron F

Working By Referral - How Direct Mail Helps Nurture Client Relationships

Presenter: Jon MacCall, Director, Strategic Partnerships, Jumptools Inc.

Percheron H

Practical AI: Leveraging ChatGPT to Streamline Your Real Estate Business

Presenter: David Piaia, Director Brokerage Technology & Training, Royal LePage Canada

Percheron I

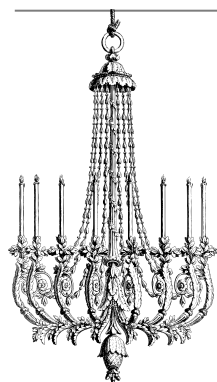
Show Me The Money: Understanding Team Profitability

Presenter: Carolyn Verner, Director, Brokerage Management Services



Explore the Concourse: Connect, Mingle & Enjoy!

During our afternoon breakout sessions, the concourse outside the Champions Ballroom will be open for networking and connecting with other agents. Make sure you stop by the concourse to visit with our exhibitors and connect with our Gold Sponsor representatives from TD. A lounge and bar are available along with coffee and tea sponsored by CREA and Realtor.ca.



National Awards Celebration

7:00PM - 12:00AM | Champions Ballroom at BMO Centre (3rd floor)

The Met Gala meets RLP! This is where we break from tradition and celebrate in style at our most glamorous event yet! We've curated an unforgettable evening that promises to entertain, dazzle and delight. If you enjoy a good theme, put on your favourite red carpet attire in red, white or black, and prepare to indulge in a wide variety of delicious food throughout the night. Otherwise, come in whatever makes you feel your best! Worried about seating? Don't be! Our innovative seating plan is designed to keep the energy flowing, with plenty of spots to sit, relax, or perch as you mingle and mix with your fellow RLP attendees. There will always be a cozy place to pause and take it all in. And when the night heats up, the dance floor is ready for us to celebrate together! Get set for a night of fun, food, and unforgettable memories as we close out the 2024 National Sales Conference in style!