

# BREAKOUTS

## Thursday, September 11th

1:00 pm - 2:00 pm		2:10 pm - 3:10 pm		3:20 pm - 4:20 pm	
Legends A	<b>Team Dynamics: Build, Grow or Fix Your Team from Scratch</b> Verl Workman	<b>Operate to Dominate: Build the Machine that Runs Your Business</b> Verl Workman	<b>People &amp; Business Development: Building Teams that Drive Results</b> Verl Workman		
Legends B	<b>From New Lead to Forever Client: Harnessing Emotional Intelligence</b> Crystal Richer, Royal LePage®, Learning Consultant	<b>Connect. Educate. Grow: How to Turn Educational Events into Meaningful Business Growth</b> Leslie Whittle, Royal LePage®, Learning Consultant	<b>Boost Your Listings, Create New Leads: Maximizing rlpSPHERE® with Property Boost and the All-New Motion Feature</b> Dan McKeehan & the rlpSPHERE Team		
Legends C	<b>Cybersecurity in 2025: What Every REALTOR® Needs to Know (and Do)</b> David Piaia, Royal LePage® Director, Brokerage Technology & Training	<b>Google's Gemini AI for REALTORS®: Smarter Prompts, Real Results Now</b> Ariane McCourt, Royal LePage®, Learning Consultant	<b>Making Sense of your Data: Using Google's NotebookLM in your Real Estate Business</b> Crystal Richer, Royal LePage®, Learning Consultant		
Legends E	<b>Building a Business by Referral: Strategies for Long-Term Success</b> Alex Hripko, Royal LePage® Benchmark, Calgary, AB	<b>Removing Roadblocks: Building a Marketing Strategy that Actually Gets Clients</b> Andrew Fogliato, Just Sell Homes	<b>From Open Houses to Open Hearts: Growing your Business through Giving Back</b> Patricia Guernsey, Royal LePage® ProAlliance Realty, Belleville, ON		
Legends F	<b>The Readiness Edge: How Preparation can Power High-Stakes Moments</b> Kent Simpson, Royal LePage® Kelowna, Kelowna, BC	<b>Find your Niche, Fuel your Business</b> David Coccia, Royal LePage® Royal City Realty, Guelph, ON Kim Gould, Royal LePage® Sussex, West Vancouver, BC Gillian Oxley, Royal LePage® Real Estate Services Ltd., Toronto, ON Moderator: Caroline Baile	<b>Purpose meets Profits: How the Shelter Foundation Drives Business Growth</b> Shea Warrington, Royal LePage® Estate Realty, Toronto, ON		
Legends G	<b>Brand Out. Stand Out. Boost your Visibility and Market Share.</b> Kevin Scott, Royal LePage® Atlantic, Annapolis Valley, NS	<b>Luck is when Preparation Meets Opportunity</b> Elena Saradidis, Royal LePage® Signature Realty, Toronto, ON	<b>Leveraging Tech for Team Scalability</b> Saira Reynolds, Royal LePage® Coast Capital Realty, Victoria, BC Justin Jeffery, Royal LePage® Real Estate Associates, Mississauga, ON Gillian Oxley, Royal LePage® Real Estate Services Ltd., Toronto, ON Moderator: Carolyn Verner		

## Friday, September 12th

9:30 am - 10:30 am		10:40 am - 11:40 am	
Legends A	<b>What Got You Here, Won't Get You There: Everything You Need to Grow and Scale your Business</b> Verl Workman	<b>Stop Doing - Start Leading: Get Out of the Weeds and into What Moves People</b> Verl Workman	
Legends B	<b>Your Website, Your Way: Unlock the Power of rlpSPHERE® Agent Sites</b> Dan McKeehan & the rlpSPHERE Team	<b>Cybersecurity in 2025: What Every REALTOR® Needs to Know (and Do)</b> David Piaia, Royal LePage® Director, Brokerage Technology & Training	
Legends C	<b>Google's Gemini AI for REALTORS®: Smarter Prompts, Real Results Now</b> Crystal Richer, Royal LePage®, Learning Consultant	<b>Making Sense of your Data: Using Google's NotebookLM in your Real Estate Business</b> Lesley Whittle, Royal LePage®, Learning Consultant	
Legends E	<b>The Royal LePage® Power Play Tools &amp; Culture that Fuel Your Business</b> Caroline Baile, Royal LePage® Vice President, Network Success & Support	<b>Succession Planning: Setting up for Success</b> Clinton Miller, Royal LePage® Parksville-Qualicum Beach Realty, Parksville, BC	
Legends F	<b>Top 35 Under 35: Rising Stars Transforming Real Estate</b> Colleen Caruso, Royal LePage® Northern Life Realty, North Bay, ON Danny Dawson, Royal LePage® Vallée de L'Outaouais, Gatineau, QC Carlie Smith, Royal LePage® NRC Realty, Port Colborne, ON Moderator: Tonya Clarkson	<b>Where's Waldo? How to Differentiate Yourself in a Crowded Market</b> Caroline Baile, Royal LePage® Canada, Vice President, Network Success & Support	
Legends G	<b>Small Towns. Big Business: How Small Markets Deliver Big Realtor Wins</b> Megan Juszczyk, Royal LePage® Northern Lights Realty, Cold Lake, AB Ben Lockyer, Royal LePage® NRC Realty, St. Catharines, ON Wendy Siltamaki, Royal LePage® Lannon Realty, Thunder Bay, ON Moderator: Jim Morris	<b>Scaling Your Team Without Losing Culture or Control</b> Patricia Guernsey, Royal LePage® ProAlliance Realty, Belleville, ON Mike Hartshorne, Royal LePage® Coast Capital Realty, Victoria, BC Alex Hripko, Royal LePage® Benchmark, Calgary, AB Moderator: Cheryl Manning	



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