

The
PLACE
PERFORMANCE
Menu.

Place.



The Place Performance and Training program is designed to position our agents, and support teams to be best in market.

We are committed to empowering you with skills, knowledge, technology platforms, tangible strategies, and a real plan to ensure you can outperform any competitor in your market.

Success in Real Estate is not an individual pursuit. The “Performance” and “Growth and Nurture Teams” will be behind you every step of the way to ensure you achieve incredible and life changing results like many Place Agents before you.

Performance and Growth Annual Events.

Kick Start

We start every year with renewed energy, enthusiasm and a strategy for success. “Kick Start” is the corner stone event for every New Year at Place, and is instrumental in setting the tone.

Design You

Design you is a comprehensive and bespoke business planning document that we undertake in preparation for every new financial year.

Josh Phegan

Our Head Coach is live with us in person 6 times a year and brings international quality experience and coaching.

Sense of Place

We run our Sense of Place induction event twice a year. It gives us an opportunity to welcome a great pool of talent into the Place Family. It allows new staff to hear from key people from the Place Head Office environment deliver educational information and material relevant to their office.

Place Open Day

Place Open Day delivers and updates all technology, infrastructure and process developments to ensure that the market-leading Place Head Office environment is delivering maximum benefit.

Auction Study Tour

Place leads the market when it comes to Auction Presentation and performance. The Auction Study Tour is a day and evening of education and celebration of Auction success.

Place Pit Stops

Regular check-ins to ensure an agent's individual business is on track to enjoy the planned success.

Place + You

Our last formal event of the calendar year which involves Josh Phegan, Paul Curtain and other guests ensuring a smooth and consistent transition from one calendar year to another.

Place Performance Course

The Place Performance Course takes on 4 cohorts a year and runs every Wednesday for 8 weeks. The program is hosted by Chief Auctioneer Peter Burgin with special appearances from guest speakers where you will hear and learn from key people in the business. The course overview includes:

- F23 Design You
- Prospection 1.0
- Compliance and Prospecting 2.0
- Price CMA Training and Method of Sale
- Marketing and Social Media
- Contracts and Listing Presentations
- Auctions and GAVL
- Negotiation and Listing Presentations

Conference and Annual Awards

While we hold numerous events and opportunities throughout the calendar year to celebrate our Place people, The Place Annual Conference is arguably the most significant date on the Place Event Calendar. It's a day filled with education, inspiration, and celebration.

Quarterly and Annual Awards – Our quarterly awards provides an opportunity for our Place People to reflect on their past Quarter's results. Their results are a testament of our Placers constant strive for excellence, hard work and passion.

The Performance Team.



Peter Burgin

HEAD OF PERFORMANCE
AND CHIEF AUCTIONEER



Matthew Foote

CORPORATE SALES
LEADER



Josh Phegan

HEAD
COACH

**Helping people find
their happy Place.**

Place.

