DarrenPratley.com
TACTICAL STRATEGIST

THE INK
CONSULTING ASSOCIATES
COLLECTION

NEW AGENT

FAST TRACK PROGRAM

BUILDING SUCCESSFUL
REAL ESTATE CAREERS



PRACTICAL TRAINING
Real skills you can use from day one.

PROVEN STRATEGIES
Learn what works in today's market.

BUILD YOUR FUTURE
Create the career you want.

LEARN • IMPLEMENT • PERFORM

YOUR TRAINERS



DARREN PRATLEY

BUSINESS PERFORMANCE STRATEGIST

With more than 30 years of experience working with high-performing real estate professionals, Darren has helped thousands of agents build successful careers across New Zealand and Australia.

Having worked with thousands of agents, from those just starting out to some of the industry's highest performers, Darren understands exactly what it takes to succeed in today's real estate market. His practical, down-to-earth approach combines proven strategies with real-world experience, giving new agents the confidence, skills and direction they need to build a strong foundation from day one.



KIM-MAREE OSBORNE

TOP-PERFORMING REAL ESTATE AGENT

Kim-Maree Osborne is an award-winning real estate professional who has built a successful career through dedication, consistency and a genuine passion for helping people.

Having experienced every stage of the real estate journey, Kim-Maree understands exactly what it takes to establish a successful career from the ground up. She brings practical, real-world knowledge, sharing the lessons, systems and habits that helped her become a trusted and high-performing agent.

Passionate about supporting the next generation of real estate professionals, Kim-Maree provides honest insights, practical advice and the confidence new agents need to take their first steps towards a rewarding career.

WHY THIS PROGRAM EXISTS



Every successful real estate professional started exactly where you are today.

Every office has it's own systems, processes and culture, and while there's plenty to learn on the job, new agents also need a structured foundation to help them build confidence and the skills required for long-tem success.

The New Agents' Program has been designed to complement your office training by providing practical, industry-focuses learning on key topics that support your new agents without taking valuable coaching time away from your manager or leadership team.

WHY THE FAST-TRACK PROGRAM?

New salespeople need more than enthusiasm. They need structure.



BUILD CONFIDENCE FASTER

Develop the confidence to take action and achieve results sooner



DEVELOP PROFESSIONAL HABITS

Build strong daily habits that set the foundation for long-term success



LEARN PROVEN SYSTEMS

Use systems and processes that successful agents use every day



REDUCE THE LEARNING CURVE

Avoid the common mistakes and fast-track your development



BECOME PRODUCTIVE SOONER

Add value to your clients and your team and your business from day one



COMPLEMENT OFFICE TRAINING

Designed to work alongside your office systems and coaching

Because when new agents receive consistent training and ongoing support, everyone benefits - the agent, the manager and the business.

THE FAST-TRACK PROGRAM INCLUDES:

- 10 live online learning modules
- your professionally designed Fast-Track Workbook
- Live Zoom traing throughout the year
- Session reminders via email and text
- Practical tools, templates and implementation activities
- Personal follow-up and coaching check-ins with Kim-Maree Osborne after each session
- Ongoing support to help you build confidence and accelerate your development

INVESTMENT (Includes all training, workbook & coaching check-ins)

OPTION ONE
INDIVIDUAL
$345
+ GST / Month
per participant

OPTION TWO
OFFICE PACKAGE (5 Agents)
$995
+ GST / Month
(per office)

PROGRAM OUTLINE

The Fast-Track Prgram has been designed to support your development throughout the first few years in real estate.

Once you've registered, you'll receive your first topic, which will become your practical guide throughout the program. Each session builds on the last, providing you with practical strategies, activities and action steps to help you implement what you've learned.

The program runs through the year via live Zoom Sessions, allowing you to learn alongside other new agents from around the country.

01	**YOUR BUSINESS**	Understanding the real estate industry and building a business that supports your goals.
02	**THE FIVE KEY SKILLS**	The core skills every high-performing agent masters.
03	**BUILDING CONNECTION**	People, conversations and relationships
04	**PROSPECTING**	Building your pipeline and creating opportunities
05	**POTHOLES**	Avoiding the common mistakes that slow agents down
06	**MARKETING**	Building your personal brand and generating market presence
07	**THE SALES PROCESS**	From Lead to Listing - the steps to follow
08	**NEGOTIATION**	Creating value and achieving great outcomes for your clients
09	**YOUR WORKING WEEK**	Planning, time management and productivity
10	**FREQUENCY**	The power of daily activity and consistent follow-through

Every Top Performer was once a beginner.
Keep Learning. Keep Implementing. Keep Performing.

FAST-TRACK PROGRAM

YOUR 10-MONTH SUCCESS ROADMAP

Consistent implementation. Exceptional results

PROGRAM FORMAT

1:00PM - 2:00PM

FAST-TRACK GROUP COACHING

Implementation review
Business growth + strategy
Accountability + Problem solving

2:00PM - 2:30PM

LIVE Q & A SESSION

Bring your challenges, questions and opportunities for personalised coaching

FIRST MONDAY OF EVERY MONTH

10 months of focused coaching to accelerate you business and your results.

WHAT TO EXPECT EACH MONTH

Progress Review

- Practical implementation
- Sales & business strategy
- Accountability
- Live coaching
- Open Q & A
- Action Plan for the month ahead

2026-2027 SESSION DATES

MONTH	DATE	TIME
SEPTEMBER	Monday 7 September	1:00 - 2:30pm
OCTOBER	Monday 5 October	1:00 - 2:30pm
NOVEMBER	Monday 2 November	1:00 - 2:30pm
DECEMBER	Monday 7 December	1:00 - 2:30pm
FEBRUARY	Monday 1 February	1:00 - 2:30pm
MARCH	Monday 1 March	1:00 - 2:30pm
APRIL	Monday 5 April	1:00 - 2:30pm
MAY	Monday 3 May	1:00 - 2:30pm
JUNE	Monday 14 June	1:00 - 2:30pm
JULY	Monday 5 July	1:00 - 2:30pm

> Consistency beats intensity
>
> Small improvements, implemented month after month, create extraordinary long-term results.
>
> DARREN PRATLEY

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