



# REP



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PROFESSIONAL

REPMAG.CA  
ISSUE 1.02 | \$6.95

**LOFTY AMBITIONS**  
TIPS FOR MARKETING  
A PRE-CONSTRUCTION LOFT

**TRAINING STRATEGY**  
HOW TO RETAIN  
PROMISING AGENTS

**EUROPEAN STYLE**  
ENGEL & VÖLKERS  
IS MAKING A SPLASH  
IN CANADA



## CANADA'S **TOP** 60 OFFICES

Which brokerages  
are leading the way?

# ROYAL LEPAGE TEAM REALTY

 Head  
Kent Browne  
(broker/owner)

 Province  
Ontario

 City  
Ottawa

 Transactions (2014)  
7,466

 Sales volume (2014)  
\$2.5 billion



Kent Browne, the owner of Royal LePage Team Realty in Ottawa, is a charity auctioneer, so it naturally follows that his office and the nearly 550 agents who work there truly believe in giving back. They donated the almost \$50,000 they raised at their annual charity breakfast to the local hospital, which named its new mammography room after the brand. But Browne also gives back to his agents, offering in-house training, mentorship programs and the best in new technologies, and fostering an open and collaborative working environment.