



LEVEL 01 – SILVER

WHY DUBAI, WHY DAMAC

Acquire real-time perspective on Dubai's economic landscape and uncover compelling reasons why DAMAC is the preferred investment partner.

OBJECTION HANDLING B TO C

Negotiate and lead with powerful reasoning techniques that help close transactions with confidence.

PROJECTS

Understand, pitch and position projects with USPs and future value prospecting of investments.

AGENT APP

Gain access to carrying out transactions and client servicing with ease and speed.

DAMAC PROJECTS TRAINING ON SITE

Take a grand tour of actual furnished units and learn the art of living and selling luxury by DAMAC.

UNITY & BONUS

Maximise earning potential with DAMAC's wide range of incentives as well as commissions, bonuses, exclusive clubs, etc.



LEVEL 02 – GOLD

PITCHING & POSITIONING

Learn consultative selling techniques that will enable trust and rapport with clients along with competitive analysis.

REAL ESTATE ECONOMY – GLOBAL & UAE

Discover and hone the various skills required in the world of real estate economy.

BUYING BEHAVIOUR TRENDING

Understand buyer psychology and buying trends based on current and future market conditions.

TELESALES TRAINING

Perfect the art of initiating successful conversations over virtual communication platforms and converting resistance to relations.



LEVEL 03 – PLATINUM

EVENTS & ROADSHOWS

Target global markets with go-to-market strategies focused on optimising potential investors and collaborating with local agencies.

DAMAC LEGACY & CHALLENGES B TO B

Overcome brand challenges and fast-track your agency's growth with DAMAC as your partner.

MARKETING STRATEGY

Learn about exclusive partnership programs, office branding, resources and support on campaigns, and utilise shared intelligence to build your marketing muscles.