



W

hen you want more
from your career.



REWARDS. RECOGNITION. RESPECT. RESULTS.



As the largest residential real estate sales organization in the world, with more than 140,000 sales associates and 8,000 offices located in over 50 countries and territories worldwide, the CENTURY 21 System continues to grow and evolve within today's global marketplace. Since 1971, the System's offices have been making dreams come true for homeowners – and for those ambitious individuals looking to reap the vast benefits of a successful real estate career.

"Wanting to get rewarded for my hard work, I left my accounting job and started a career as a CENTURY 21 sales associate. Why with the CENTURY 21 System? The CENTURY 21 name sells itself, people know what I do when they hear CENTURY 21. The support and training I received really helped me become successful, and I found a career that lets me enjoy the lifestyle and freedom I wanted."

Thelma Frazee – Broker Consultant,
CENTURY 21 Maki United, Chicago, Illinois

Be The Architect Of Your Career.

Imagine a career that offers unlimited growth opportunities. A career that gives you the power to take control of your future, the tools to see quick results, the satisfaction of finding customers the home of their dreams – and the support of a successful team of proven real estate professionals standing behind you. Welcome to the CENTURY 21® System. And welcome to everything you should expect from a career – Rewards, Recognition, Respect and Results.

When people think about real estate, they think of the CENTURY 21 brand more often than any other.¹ By putting the power of this international brand to work for you, you can take advantage of all the CENTURY 21 System has to offer and align your career with a name that's known throughout the world.

Rewards.

Rewards don't come without effort, but the CENTURY 21 System has the business management and professional development programs to get you there on the fast track. Extensive education opportunities are available through the CENTURY 21 Learning System® platform, voted six years in a row to Training magazine's "Top 100" list.² Along with innovative online tools, local market insight and national marketing campaigns, you'll have all the foundation you need to quickly grow a prosperous career.

You'll have control of your future, putting you in command of your career goals and objectives. Plus, more than anything else, you'll value the opportunity and financial tools to live the lifestyle you choose. As a CENTURY 21 sales associate, you are the architect of your career and that freedom will undoubtedly be your greatest reward.



Recognition.

Acknowledgment of your achievements is a vital part of motivating and ensuring success, and plays a fundamental role in the CENTURY 21® System's plan for your thriving career. More importantly, it's a powerful tool for establishing a positive reputation and building your stature within the industry.

We're proud to be the "most recognized brand" in real estate.¹ And we're pleased at the opportunity to pass that acclaim along to you. At the CENTURY 21 System, we appreciate our shared success and believe in recognizing your accomplishments. Offering a variety of prestigious industry awards to individuals, offices and teams on regional, national and global levels, CENTURY 21 System events and conventions give you the chance to network with your colleagues, display your achievements and enhance your credibility. Through our international recognition and awards programs, you'll gain respect, stake your place in the industry and expand your client list – all with a direct impact on your success.



CENTURY 21® industry awards earn you respect and help you build a reputation your peers and customers will appreciate.

You will have a prestigious career working in an evolving marketplace with the world's most recognized name in real estate.¹



Respect.

Professional Real Estate Experts

Buying or selling a home or piece of property is one of life's major decisions and an integral part of the "American Dream". It's a big change, one that requires the guidance of a trustworthy and knowledgeable professional.

With the CENTURY 21® System, you'll be that professional – a respected expert in one of today's most dynamic industries. Consumers will look to you for your advice and assistance in making their dream of home ownership a reality.

One of the first nationally-franchised real estate organizations to survey their home buyers and sellers about their real estate experience, the CENTURY 21 System is a leader in the industry in use of customer surveys to ensure quality service. Adhering to core values based on the CENTURY 21 System's buyer and seller 21-Point Service Pledges, sales associates give their word to act as an informed guide and ally to clients. And the CENTURY 21 System's sense of responsibility extends into the community as well, raising more than \$91 million for Easter Seals since 1979.

The CENTURY 21 System upholds that same standard of allegiance to you. When you join our team, you'll reap the benefits of the CENTURY 21 System's distinguished level of commitment and loyalty to our customers, our community – and our associates.



Expect them. There are absolutely no limits to your success. The CENTURY 21® System can help you reach your growth potential.



Results.

A career with the CENTURY 21 System can yield tremendous growth opportunities, personally, professionally and financially. In this industry, results really do count and they can impact your lifestyle immediately.

The CENTURY 21 System helps you in advancing your career. Our offices help make your progression into real estate an easy one, and provide the support you need to become as successful as you want to be. Our award-winning professional development program, the CENTURY 21 Learning System® platform, is designed to help you cultivate the skills, knowledge and sales expertise necessary to realize success quickly.

With your diligence and our guidance, what you can achieve is limitless. Your motivation combined with our experience can add up to only one thing: Results.

A client loyalty program that really works! Nearly half of the Preferred Client Club program members have referred someone to their CENTURY 21 Broker or Agent.³



"One of the key reasons I joined the CENTURY 21 System was the support and expertise of my local broker. The level of resources is above the others. The high awareness of the CENTURY 21 name helps me show prospects how I can help them sell their home faster, the advertising campaign is superb."

Karen Alford Brooks – Sales Associate,
CENTURY 21 New Millennium,
Lexington Park, Maryland

Leading Technology

Recognizing the evolving nature of real estate, the CENTURY 21® System gives you accessible online options and the power of the leading technology to help you stay competitive and drive your business to the next level:

- The system's robust web site, www.century21.com, contains everything you and your customers need to know about buying or selling a home utilizing the CENTURY 21 System
- Our comprehensive Intranet network, 21Online.com, allows all CENTURY 21 members to connect globally and provides information and programs to give you an edge
- Create your own personalized website with an easy-to-use Website Builder Wizard
- The CENTURY 21 LeadRouterSM technology directs online inquiries regarding your property directly to your agent within minutes.
- Distinctive online tools can be personalized to cultivate and strengthen your customer relationships and include:
 - eGreetings electronic greeting cards
 - Life@Home e-newsletter
 - A Virtual Presentation Library of PowerPoint® slides for creating and delivering professional presentations
- If you'd like a closer look at all the possibilities that the CENTURY 21 System has to offer, contact your local CENTURY 21 office for a free trial guest password and take a tour of 21Online.com

Professional Development

The CENTURY 21 Learning System® platform, voted six years in a row to Training magazine's "Top 100" list², uses the latest technology to enrich your existing skills and increase your value to customers, reinvigorating our commitment to deliver career-long professional development opportunities:

- Web-based classes on a variety of subjects with convenient online access from virtually anywhere, anytime
- High-quality instruction with proven results, supplements market knowledge and support from your local broker's office
- The CENTURY 21 Learning System Virtual Solution Series – with everything from contact and time management skills to building a customized powerpoint presentation – lets you hone your skills to keep up with technology
- Affordable beginning and advanced courses that provide the skills and tools necessary to meet the ever-changing demands of the real estate industry
- CENTURY 21 conventions and networking events allow you to share and benefit from the experiences and insights of your peers
- Advanced training courses, such as Bottom Line Advanced Sales Training ("BLAST") help take your career to the next level

Resources to Help Manage Your Business

Our comprehensive Business Management plan provides you with all the CENTURY 21 System tools and resources to successfully run your operations and effectively budget your time:

- CENTURY 21 Lead Router software to facilitate day-to-day management of consumer links
- CENTURY 21 Agent Financial Tools help you set financial and production goals specific to your career
- The guidance and mentoring of your local broker's office
- Health insurance programs which offer limited and major medical coverage to all CENTURY 21 brokers, sales associates, employees and their families
- CENTURY 21 Business Benefits discounts on business products and professional and consumer services





It's all here waiting for you.

At the CENTURY 21® System, it's a priority to make you as successful as possible, as quickly as possible. Our national brand support and franchise experience, combined with the specific market insights and valuable support of your local broker's office, make the CENTURY 21 System the plan that's right for you.

Be part of the CENTURY 21 System.

If you're ready to claim your exciting and fulfilling career in the real estate industry, the CENTURY 21 System is ready to help guide you to success.

For more information and to get started, contact your local CENTURY 21 office or visit www.Century21Careers.com today!

CENTURY 21: *The Gold Standard.*



www.Century21.com/careers

¹ Source 2006 Ad Tracking Study. The survey results are based on 1202 telephone interviews (via computer assisted program) with a national random sample of adults (ages 25-54) who are equal decision makers and who have bought or sold a home within the past two years or plan to purchase or sell a home within the next two years. Brand awareness questions are based on a sample of 1202 respondents with a margin of error of +/- 2.4% at 90% confidence level. The study was conducted between March 6th through October 2nd, 2006 by Millward Brown, a leading global market research organization.

² CENTURY 21 has been named one of the leading training organizations among national residential real estate systems, according to Training magazine's "2006 Training Top 100" list.

³ CENTURY 21 Preferred Client Club Study conducted by Bunofsky Research Group, Inc., October 2005.