

Are your agents doing the 8 most important activities on a daily basis to avoid failing in this business?

If your answer is no or I don't know, you are not alone. When people get their real estate license, they face a critical challenge. Agents often understand laws and contracts, but they do not perform the daily activities needed to become a successful real estate agent.

The Solution: Real Estate Accelerator

- Agents identify the critical activities to be successful in real estate sales
- Agents practice the skills required to perform the activities
- Agents calculate how many times a day/week they need to do them to reach their goals
- Coaches and peers provide them the support they need to succeed

Upon completion, your agents will have created new and positive habits for key business driving activities that must be performed on a daily/weekly/monthly basis.

They will have:

- Practiced and refined their sales skills
- Tracked and been held accountable by their peers and coaches

Who are we?

- Real Estate Accelerator was created by industry experts
- We know the key aspects of business building activity
- Our coaches train individuals for high-output and high-income success

Real Estate Accelerator is our NEW two-day intensive boot camp, with an additional four weeks of professional real estate coaching. This sales training program concentrates on the most important activities needed for agents to meet their goals and be successful as a real estate agent.

Who will benefit?

- Newly licensed agents
- Up-and-coming licensees who need a boost
- Licensees who want to step up their game
- Licensees changing specialty focus or brokerage
- Licensees reentering the business or transitioning to full-time

By the conclusion of this comprehensive program, your agents will be able to implement the following plans and tools in their real estate practice.



Develop a Business Plan

- Establish SMART goals specific to each agent
- Develop an actionable lead generation strategy
- Understand a successful P&L statement and money management plan
- Formulate a budget that accounts for all revenue and expenses



Develop a Marketing Plan

- Develop a unique value proposition specific to each agent
- Create an effective online persona
- Learn to strategically use search engine marketing, Zillow/Trulia, and Realtor.com
- Understand the value of a solid personal brand and logo
- Determine and implement appropriate marketing strategies that align with individual personality type, market, and budget



Develop an Economic Plan

- Set financial goals
- Calculate total lead generation and closing activities required to support an agent's financial goals
- Determine a work and vacation schedule according to an agent's goals

In addition to the two-day intensive boot camp, agents will:

- Receive 4 weeks of continued coaching and accountability to ensure success.
- Identify and practice the most important sales activities your agents can do to be successful in real estate.
- Receive a 6-month CRM subscription to IXACT Contact, as well as the skills to build a database and launch activities.
- Receive 6 weeks of access to KnowledgeDNA Goal Tracker to ensure goals are being set and met.

To learn more about opportunities in your brokerage, contact

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