

BE THE HERO OF YOUR OFFICE

Heroic leaders offer super training to help agents battle problems in their business.

STEP 1

Commit to Super Skill Building

Without the right skills, agents feel lost, and profits and productivity are low.

Introduce training that teaches essential real estate skill sets, and your agents will gain confidence in their abilities.

An investment in your team's skills will yield out-of-this-world returns.

STEP 2

Keep a Positive Culture at HQ

Keep the culture strong with group activities like:

Offer training courses (The Pathway to Mastery—Essentials).

Attend personal/professional development events.

Host team potlucks, go bowling, catch a baseball game, etc.

STEP 3

Save the Day With Goal Setting

Encourage your team to set specific, measurable goals — and to write them by hand.

Help them discover where they want to go and how they'll get there.

Set team goals in addition to the personal ones.

STRONG SKILLS MAKE GREAT SUPERPOWERS!

77% OF EMPLOYEES SAY A STRONG CULTURE HELPS THEM DO THEIR BEST WORK.

DON'T FORGET TO CELEBRATE ACHIEVEMENTS!

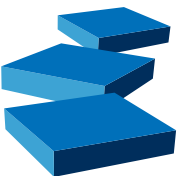
MISSION ACCOMPLISHED!

The Pathway to Mastery—Essentials™ is the most in-depth, innovative training program ever created for real estate agents.

This eight-week training course teaches negotiation, buyer and seller tactics, lead generation, budgeting, time management and goal setting.

Invest in The Pathway to Mastery—Essentials in your office and watch your agents discover super results as a team!

Learn more about facilitating this training at buffiniandcompany.com/certified



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THE PATHWAY TO MASTERY
Essentials

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