

# Keeping Your Team ON TRACK From a Distance

There are ways to keep your team productive, profitable and upbeat even when you're not working in the same space.



## Productivity

### Check In Regularly

- ✓ Set up weekly check-in calls with your agents on a video conferencing platform.
- ✓ Review their weekly progress — how they did with lead generation activities, and if they met their goals. Everyone could use some extra accountability when working remotely!
- ✓ Identify and discuss challenges. What isn't working so well? Create a plan to address those issues.



## Profitability

### Host Trainings

- ✓ Virtually host a real estate training program like The Pathway to Mastery™—Essentials to keep your teams' skills sharp.
- ✓ Create a calendar event and set reminders for agents to prepare for your training.
- ✓ Using a group video conferencing platform, get your team together to debrief and discuss once everyone has reviewed that week's training. Follow up with them in their one-on-one meetings.



## Positivity

### Virtual Celebrations

- ✓ Maintain team morale by taking time for virtual celebrations!
- ✓ Host a virtual coffee chat on a Friday morning, or a virtual happy hour in the afternoon on Zoom or Google Hangout.
- ✓ Leave time for team bonding. Take an hour or two once a month for an online game session with the team — bingo, trivia and online games are a fun way to bond virtually as a group.



BUFFINI & COMPANY  
THE PATHWAY TO  
MASTERY™  
Essentials

**Want to continue leading your team to success even when you're not together? Facilitate The Pathway to Mastery—Essentials!**

This real estate agent training program can be offered online, and it will be sure to increase productivity, profitability and positivity in your office.