

# TIPS FROM A COACH: RUN YOUR BUSINESS LIKE A BUSINESS

## Did you become a real estate agent because you wanted freedom?

It's wonderful to set your own hours, develop your own business systems and to work without anyone staring over your shoulder. However, the freedom that you crave isn't free.

When you choose to become an agent, you are choosing to become a business owner. It's time to start thinking like one.

No matter where you are in your career, Buffini & Company can help you achieve your goals. Visit [buffiniandcompany.com](https://buffiniandcompany.com) to learn more.

## Here is what our coaches recommend for running your business like a business.

### ACTION STEPS

- ✓ Write out your process for generating a lead, turning that lead into a customer, making that customer a happy customer and training that happy customer to be a walking, talking billboard for you and your business.
- ✓ Set up separate business and personal accounts and create a monthly profit and loss statement for the business and a budget for your home expenses.
- ✓ Get a coach in your corner who is dedicated to you and your success. If you're ready to make a positive change in your business and are committed to putting in the work, a coach can help you overcome these challenges.

