



## ***Double Your Agents' Production in 30 Days***

### **Four 'Tough Market' Strategies to Tune up your Hiring, Coaching, and Training and Get Results—Guaranteed!**

In most areas, the market has tightened up. Sales are harder to get. But, you still need production from ALL of your agents. Carla Cross, author of the best-selling start-up plan, Up and Running in 30 Days, shares the four most important yet little applied strategies to absolutely assure you're getting production for every agent--new or experienced--in your office—at optimum—in 30 days.

Carla's programs have been test-marketed in her real estate offices, so you know they work 'in real life'. On an international level, her programs and strategies have been tested and proven to work by brokers with 5 agents and brokers with 5000 agents. In this presentation, you'll get the 'straight scoop' in turning your office around to get double the production fast—and profits even in challenging markets.

#### **In this Presentation:**

- ◆ The 2 biggest mistakes you're probably making (unwittingly) that hold down the production in your office
- ◆ Why just 'being supportive' isn't the right answer
- ◆ How to determine who you should be working with—and who will waste your time
- ◆ How to create a culture where recruits will ASK to join—and no one wants to leave
- ◆ How your 'agent development system' isn't doing you any good—and how to get optimum benefit from your selection, orientation, coaching and training
- ◆ The three missing ingredients to coaching your agents that assures they dramatically increase their incomes—in 30 days
- ◆ Why your training fails to get you results—and the 6 attributes you must have in your training to get more \$\$\$\$ from your training
- ◆ Two production-raising leadership actions that energize your group (whether 4 or 400) and keep them excited to be with you

**For:** Managers, Peer Coaches, and Trainers

**Time Frame:** 1-1/2 to 6 hours

**Includes:** Detailed outline with ready-to-use processes

