

Recruit For Today's Market

12 one-on-one, 1-hour sessions

\$495 a month, \$100 sign-up fee (applies towards balance)

Week One

Understanding the Priorities of a Team Leader

Recruiting Business Plan and Goal-Setting

Tracking Numbers

Week Two

Review of Prospecting Scripts

Importance of Skills Development and Role Play

Assignment of Role-Play Partners

Why Do Experienced Agents Leave?

Week Three

Who Are You as an Organization?

Identifying the Perfect Candidate

New Versus Experienced Agents

Week Four

New Agent Recruiting Techniques

Experienced Agent Recruiting Techniques

Recruiting Presentation Materials

Week Five

Recruiting Center of Influence

Understanding Your Unique Value Proposition

Using testimonials Effectively

Week Six

The interview Process: New and Experienced

Finding the Pain.

Common Challenges of Agents

Week Seven

Lead Follow Up

How to Close 100% of the Agents You Want

Tell Them What to Think!

Week Eight

Handling Objections and Getting a "Yes"

Advanced Experienced Agent Objection Handlers

Week Nine

Roll Out the Red Carpet!

Onboarding For Quick Success

Experienced Agent Transitioning

Week Ten

Advanced Prospecting Techniques

Facebook

Instagram

TikTok

YouTube

Web site

Week Eleven

Time Management 101

Got a Minute?

How Can I Get Better Results?

Week Twelve

Establishing Minimum Standards

Holding Agents Accountable

Dehiring and Personal Performance Plans