

Build Your Network

Success in any industry comes from developing relationships and growing your professional network for worldwide referrals. Create your own network today to exchange referrals and stay current!

People Are Relocating

With more opportunities for remote work, people are making moves across North America.

9-5 Goes
Online



14-23
MILLION PEOPLE

plan to relocate
as remote work
opportunities increase.

Moving to
the Country



20.6%

of people are planning
to leave major cities
during their move.

Longer
Commutes



54.7%

of those making a move are
looking two or more hours
away. This is likely due to
hybrid work structures that
allow employees to work on
site a few days a week, while
working from home the
other days.

THE TAKEAWAY

With these current relocation trends, real estate agents must build and tap into a network of fellow professionals to serve their clients across the country.

Serve Your Clients From Anywhere

Agents Needed in Your Network:

✓ Local

One to two hours outside of your market.

✓ Regional

A nearby metro area or a neighboring state within driving distance.

✓ National

Agents on opposite coasts or other regions of the country.

Moving is stressful!
Give your clients one less thing to worry about by connecting them with a trusted real estate professional to assist them in their new area.

THE TAKEAWAY

Get your clients the help they need, no matter where they move, by actively building relationships with like-minded professionals across the country.

Connect Like A Pro



Virtual Coffee

For colleagues across the country, commit to a monthly video call where you catch up over coffee or another beverage of your choice. Share your wins and setbacks, and find out how the other is doing in general.

Seek Advice

Don't be afraid to engage fellow agents in other markets with questions about the craft. There is always something to be learned from others, no matter how far along you are in your career! Plus, when you ask someone for advice, it demonstrates a high level of trust and respect, strengthening the relationship.

Write Notes

Who doesn't love receiving a handwritten note? Every once in a while, send the agents in your network a note expressing your gratitude toward the relationship, and reminding them that you are never too busy for their referrals! The unexpected extra is sure to make their day.

THE TAKEAWAY

By investing in relationships with other agents, you open the door to future referrals – ones that you both give and receive.

When you meet another agent online or in-person, it's important to stay in touch and nurture the relationship for future referral opportunities.



Establish Your Professional Network

Creating a professional nationwide network from scratch is a big undertaking!

That's why **Buffini & Company** has structures in place for Members to connect with like-minded professionals across North America.

Buffini Referral Network

Buffini & Company Members can exchange referrals with agents across the country through the powerful **Buffini Referral Network**. Find agents in the United States and Canada who are dedicated to providing the same level of service as you are, so you know your clients are in good hands!

Social Media Synergy Groups

The **Buffini & Company Members Group** on Facebook is filled with professionals committed to Working by Referral. Members can build relationships with agents across the country by asking each other questions and swapping business ideas and best practices.

Want More Networking Opportunities? Sign up for a free business consultation at **buffiniandcompany.com/bc** to see how Buffini & Company membership can help you expand your reach and keep up with the current market trends!