



How to Make **TRAINING** Part of Your Onboarding

As you know, if your new recruits are successful you'll see a long-term increase in retention and a key to this success is getting a structure in place from day one. Create a win-win situation in your brokerage by offering a training program that sets your team up for success! Here are a few ways you can make a real estate training course part of your onboarding.

► **Who Should You Offer Training To?**

Whether your new hires have recently gotten their license or they are seasoned pros, everyone will benefit from training and see an increase in production.

► **Find a Course That Fits Their Level.**

It's best to find a course that compliments an agent's career level and helps them in areas they need. You can also offer training to your assistant to help them understand the business!

► **Get a Structure in Place.**

You may have an onboarding program set up in your office, but as a business leader, you are busy and may not have the time it takes to teach someone to be successful. Find a training program with a set weekly schedule and action steps so the prep work is done for you and all you have to do is lead!

► **More Leads Equals More Production.**

Agents are more likely to fall out of the business if they don't have a stream of leads coming in. With a training program that prioritizes lead generation activities, offer a strategy that keeps them on track!

► **Be a Lending Ear.**

In any new career, there will be a time where the excitement wears off and the difficulty sets in. Set up a weekly one-on-one meeting to check in, see how they are doing and answer any questions. You'll show that you are invested in their success!

Buffini & Company now offers a course to fit every career level! Learn more at buffiniandcompany.com/certified.