

Leading a Real Estate Team?

Discover the Simple Program to Change Your Life.

Leading a profitable real estate team often seems like you are taking two steps forward and one step back. Just when you've hit your stride and are handing your team high-quality leads to free up your time to build your business, you stumble and realize that your team is not yet prepared to deliver consistent, high-quality service.

CHALLENGE #1:

You have a surplus of leads. On the surface a surplus of leads may not seem like a challenge. However, when you can't keep up, your business will suffer. You have earned this surplus of leads because your expertise and service that earns you referrals.

Solution: It's time to build a team that provides the same level of service that you'd deliver to keep your reputation gold. Be sure you have a hiring strategy to attract rockstars and a clear onboarding process to train, develop and retain them.



CHALLENGE #2:

You need a proven business model. Whether you are just getting started or have an existing team of any size, there are proven business models that work to structure a team and several compensation plans to keep a team motivated.

Solution: A great indicator that you have the right business plan and goals is when you have a productive team and you are making more money and working less.

CHALLENGE #3:

You want to refine your leadership skills. To be the type of leader your team wants to follow, you need to fully understand and master your leadership style.

Solution: It starts with you. Invest in an in-depth personality profile and work with a Business Coach who helps you to understand and leverage your strengths.

CHALLENGE #4:

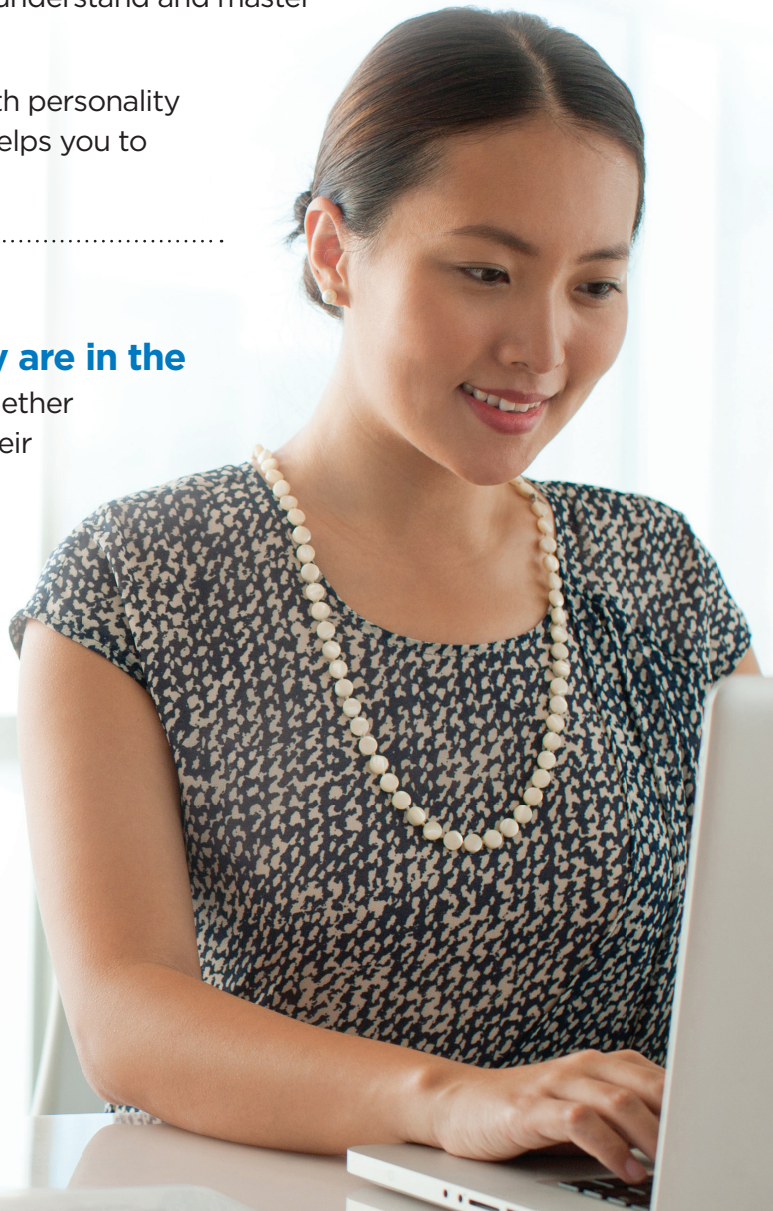
You have great team members, but they are in the wrong positions. Winning teams work well together because each member is in a role that celebrates their strengths.

Solution: Everyone likes to feel successful, ensure you harness your team members' strengths to maximize overall production.

CHALLENGE #5:

It's lonely at the top and you need a peer group. It's no surprise that we are stronger together and rise when we connect and synergize with like-minded peers.

Solution: Connect at virtual masterminds, and in-person industry conferences to synergize with other leaders.



Learn more about Buffini & Company Team Coaching™ Membership that includes everything you need to lead a rock-solid team, earn more money and enjoy more time off.

Visit buffiniandcompany.com/teamcoaching.