

# Coaching Quiz

## What type of coaching program is best for you?

### What stage of your career are you in today?

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- A. I'm leading a real estate team.
- B. I'm drowning in leads and ready to build a real estate team.
- C. I've been a real estate agent for a few years.
- D. I am new to the industry.

### What is the biggest challenge in your business?

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- A. Honestly? I have no idea what I am doing.
- B. I have big dreams and low confidence that I can reach my financial goals with the systems I am using today.
- C. I need to recruit a team that will stick with me through the changing market.
- D. My business has taken over my life and I'm ready for work/life balance.

### How effective are your business tools and systems?

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- A. I feel very organized and am watching my team flounder to get it together.
- B. I'm not sure which tools to use or how to build a database.
- C. I need help generating a steady stream of leads that will convert into sales or referrals.
- D. I can self-manage just fine. However, I am ready to build a team and need tools and systems to support me.

#### 0 TO 1 POINTS

#### Be the leader your team wants to follow.

You saw the opportunity to grow and jumped in headfirst. Congrats! Buffini & Company Leadership Coaching™ will help you lead a team that is rock-solid and has fun working together. With several monthly coaching calls for you and your team, keeping everyone on the same page is a breeze.

#### 2 TO 3 POINTS

#### Build a rock-solid team.

You have built a strong business and although you want to start a real estate team, you're not sure where to start. Leadership Coaching will pair you with a coach to create a team model and compensation plan that attracts winners and then support you as you scale your business.

#### 4 TO 6 POINTS

#### Grow your business.

When you are focused on the business tactics that work, real estate is a satisfying industry. Buffini & Company One2One Coaching™ offers a positive ROI on your time and money. Partner with a coach and implement our proven systems to manage your time and earn more income.

#### 7+ POINTS

#### Get started on the right foot.

Congrats on joining the industry. Although there is no guidebook, there are training programs, business best practices and lead generation systems that work. Get this along with accountability and support from a coach with One2One Coaching.

**SCORING:** 1. a-0, b-1, c-3, d-4 2. a-3, b-2, c-0, d-1 3. a-0, b-3, c-2, d-1

No matter what stage of your career you are in, working with a coach can increase your earnings and decrease your stress. An experienced coach, who has worked with clients through all types of real estate markets, will help you make (and stick to) a business plan that works! Especially in today's changing market.

**Schedule a free Business Consultation** to learn more about our coaching programs that include One2One Coaching™ and Leadership Coaching™. Call **1-800-945-3485 x2** or schedule online **buffiniandcompany.com/bc**.