

CREATE:

Starting new tasks and new projects excites you, momentum drives you and taking initiative is natural for you.

FINALIZE:

Follow-through comes naturally to you, finishing tasks and projects energizes you and closure motivates you.

Scenario 1 - Working with a New Client

Your client's style is create.

They are excited and have a lot of ideas, but no real strategic plan.

Your client's style is finalize.

You are strategic and detailed and want to know to try to narrow down what you show them.

Adapt to their style:

Acknowledge their enthusiasm. Encourage them to dream but to stay within the parameters of what they can afford. Reassure them you are their partner all the way and will do everything you can to help them find their dream home, while also staying within their budget.



Scenario 2 - Working with a New Agent in Your Office

Your client's style is create.

They have a bit of trouble getting started but are motivated once they get going and always finish up strong.

Your client's style is finalize.

You are full of ideas and enthusiasm for new projects and are anxious to share those ideas with your new agent.

Adapt to their style:

Work with your new agent to help get them started by sharing your ideas and then suggestions on how they can use those strategies to set themselves up for success. Offer ways to help such as mentorship, peer support and technology. Set benchmarks that need to be made along the way so that the project finishes on time.

By learning your strengths and understanding those who are opposite, you can better manage and leverage your experiences to foster success. You will have satisfied customers who, because you took the time to really listen to their wishes, will want to recommend you to their family and friends. You will also have more productive interactions with your colleagues as well.

REAL Strengths ASSESSMENT Selling Strength MOTIVATOR You have a real strength to influence and motivate You have a real strength to inhuence and motivate people towards positive outcomes. You enjoy negotiation, People towards positive outcomes, you enjoy negotic volumes and proactive in sharing ideas. You are you are eager and proactive in sharing ideas. You willing to start and lead the discussion. You deliver momentum and advancement. Communication Strength PRAGMATIC You have a real strength to be direct and focus o you have a real strength to be direct and locus of the bottom line. You are results motivated and account of the strength of t the pottom line. You are results motivated and act oriented. You are an objective thinker and offer look of the continue of th onented, you are an objective triniker and orien tog perspectives. You receive feedback effectively. You Perspectives, You receive teedpack enecuvery, focus more on what is being said than how it is Serving Strength CREATE You have a real strength to self-start. You serve people You have a real strength to self-start. You serve people and action. You provide innovative Vision to projects with action, You provide innovative vision to proje and tasks. You are strong at originating ideas and and tasks, You are strong at originating lideas and breaking new ground. You possess an innate natural

To determine your serving style and other specific strengths, go to <u>realstrengths.com</u> and take a free assessment.

