

- 1: connect each morning as a team
- 2: lead gen almost every day
- 3: purposeful monthly trips
- 4: hire an in-person extension of you
- 5: limit distractions

KNELLY DETTINGER

TOP 5 SYSTEMS FOR A REMOTE RM

1. Connect each morning as a team
2. Lead Gen almost every day. 3-4 days per week DTD2, daily on social, sign calls, internet leads, CP, listings + buyer needs, Expireds, FSBO's
3. Purposeful Monthly Trips- Travel off hours, no luggage. Saturday Open-Houses - They do 200+ per year, Sunday client events. They drop a dumpster where there's a listing in the neighborhood. M/T connected with SOI, Thursday team meeting, Fri team connections
4. Hire an in person extension of you
5. Limit distractions

systems = Freedom

SAVANNA CAMPBELL

Operations: Safe, heard, informed

Safe: Clients feel safe to talk to us

Heard: always close the loop

Informed: how are we communicating with them

If a client were to describe your systems what words would use?

Agent funnel, database funnel, YouTube and Facebook

ALISON HARRIS

Move from E to P Productive to reactive

Clean up the database Have the system for your database

JULIE HUCK