

Leverage Up Your Business

GREET

Guided Real Estate Excellence Training for Success



MASTERMIND SUBJECTS

1. Working with another difficult agent
2. Competing with multiple offers
3. Working within the Code of Ethics
4. Time Management
5. Working with a client that has another agent
6. Listing Presentation
7. Buyer presentation
8. Contract negotiations
9. Database Management
10. How to stay consistently busy
11. Working with concessions
12. Buyer broker agreement
13. Escalation Clause
14. Your biggest challenges
15. Winning a multiple offer situation
16. Firing your client
17. Negotiating with Home builders
18. How to convert renters
19. Working with investors
20. Open House best practices
21. Follow up strategies
22. Working with iBuyers
23. How to become the expert in your area
24. Social media
25. UVP
26. Know your resources
27. Loan Programs
28. Lender Costs (video)
29. SOI Best practices (Maximizing)
30. Database management (Boomtown)
31. Best practices for communication
32. Disputing an appraisal
33. What to do at an inspection
34. Negotiate a BINSR
35. Farming tricks and Tips
36. What motivates you
37. Quality CMA
38. Tracking and conversion
39. Other sources of lead generation
40. What Have you been putting off?
41. Video
42. Being careful not to interject your opinions
43. Failing Forward
44. What to do first
45. Reducing friction between you and a client
46. What is your 411?
47. How to get better reviews
48. Working with Contingencies
49. Follow Up
50. Listening for pain words – Exposing pain points
51. Vendor list
52. Negotiating commission
53. Type of Buyer
54. How to compete and use I buyer
55. Objection handling
56. How to be consistent agent
57. Creating a blog
58. Pick your Niche and Target
59. Working with First time homebuyer



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