

# THE 5<sup>TH</sup> LEVEL

## Part 1

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1. Your lead system has grown to a level that you will need to start systematizing the listing side.
2. Continued prospecting is the key in growing listings.

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## Part 2



1. Here, you will hire to support the listing side.
  - a. Your best OSA *could* become your Listing Agent.
  - b. Your buyer agent *could* become a great listing agent.