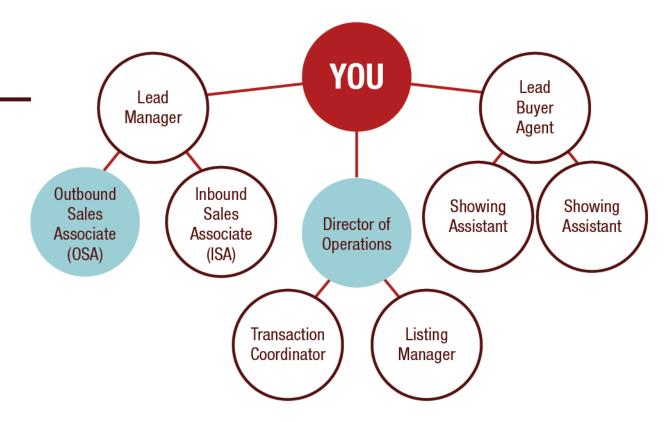
THE 5TH LEVEL Part 1



- 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.



THE LEVEL YOU Part 2 Lead Lead Listing Buyer Manager Agent Agent Outbound Inbound Showing Showing Sales Sales Director of Assistant Assistant **Associate Associate Operations** (OSA) (ISA) **Transaction** Listing Manager Coordinator

- **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.

