

# EXECUTIVE PATH

## Frequently Asked Questions

1. Must you have a real estate license to start?

Yes

2. How many agents are in each class?

*The classes are small (3 to 4 agents) because the agents that are accepted into the program are highly motivated, creative and desire individual attention.*

3. How often do you begin new classes?

*New classes start at the beginning of each month. Once accepted into the program individual coaching will occur until the start of your class.*

4. How long are the classes?

*Classes are held from 9:00 a.m. -1:00 p.m.. We have a working lunch, when we are in the class room. Some classes are outside "field trips", which vary in times. The afternoon time is used to create your new business. The entire class course is 4 weeks.*

5. How available is HELP?

*Your Coach is available to you as you need them. Most of the time they are in the office. After hours they can always be reached by phone..*

6. Will I have a personal Business plan? Marketing Plan?

*Successful REALTORS® develop a Business Plan EVERY year, designed around personal Vision and Goals. It is vital this be done in the beginning. The same holds true for Marketing. You will have a minimum 6 months Marketing Plan in place the first 30 days.*

7. What about "systems and organization"?

*The taming of the "Paper Monster" is through Systems and Organization. Successful REALTORS® understand this and they have the Systems needed in place to work efficiently. We will show you how to develop them and organize your business from the very start.*

8. Will I have a personalized Listing Presentation? Buyer Presentation?

*Yes. You will develop complete Listing Presentation and Buyer Presentations round your Marketing Plan with your own "Branding", keeping you the center of the Transaction. This helps you with your systems and organization also.*

9. How soon can I start holding Open Houses?

*The program is designed to help you create your Marketing Open House Materials quickly. You will be holding Open Houses within the first 2 weeks of your training.*

10. How do I handle Buyer and Seller objections?

*The classes work daily on overcoming these objections and help you develop the dialog needed to achieve the listing or getting the Buyer Broker Agreement signed.*

11. What is considered the most important concept taught by EXECUTIVE PATH?

*The EXECUTIVE PATH is created for the new agent, helping you design YOUR new business, focusing on your Vision and Goals. The program will guide you through the tough spots and provide you with the PATH needed to become successful.*