



MINIMUM EXPECTATIONS

OVERVIEW

PRESENT AT ALL TRAININGS: ZOOM CALLS, THURSDAYS, AND QUARTERLY
ALL FORMS TURNED IN WEEKLY: CALENDAR, LEAD TRACKER, AGENT FORM
MENTOR FEEDBACK REQUESTED: INITIAL CONSULTATIONS AND OPEN HOUSES

QUARTERLY WORK REQUIRED

U100 CALLS / LETTERS / VIDEOS / EVENTS: 3 ROUNDS OF EACH (1 PER MONTH)
NEW ULTIMATE HUMANS: 15 PEOPLE ADDED TO YOUR ULTIMATE HUMAN LIST
OPEN HOUSES: 30 TOTAL IN THE \$300-600K RANGE UNTIL QUALIFIED FOR CORE
PREVIEWS: 180 HOMES IN THE AREAS / PRICE POINTS OF YOUR OPEN HOUSES

CORE TEAM QUALIFICATION: QUARTER 1 (FIRST 3 MONTHS)

2 REPRESENTATIONS (BUY OR SELL) OR \$15,000 GROSS COMMISSION
(TOTAL – LISTED / PENDING / CLOSED)

CORE TEAM QUALIFICATION: QUARTER 2 (FIRST 6 MONTHS)

5 REPRESENTATIONS (BUY OR SELL) OR \$45,000 GROSS COMMISSION
(TOTAL – LISTED / PENDING / CLOSED)

CORE TEAM QUALIFICATION: QUARTER 3+ (EVERY NEW QUARTER)

4 REPRESENTATIONS (BUY OR SELL) OR \$37,500 GROSS COMMISSION
(NEW – LISTED / PENDING / CLOSED)