



# 7 Things Successful Agents Do Differently: A Proven Business System



This course demonstrates those things that successful agents do different from the average agent. It gives specific strategies and marketing systems to move their business to the next stage of success both professionally and financially. Attendees will learn how to organize their real estate career like a business, learn how to leverage their market statistics, learn how to plan for retirement and learn how to implement marketing to make these things happen. Agents of all experience level will find benefit in discovering how to take their business to the next stage of success.

### Upon the successful completion of this course, you will be able to:

- Identify the differences in treating a real estate career like a business versus acting like an employee in order to take control of the business decisions, treat all customers and clients consistently, and produce a consistent profit.
- Determine the goals for their business for three, five and fifteen years from the date of the course to develop specific strategic plans that will lead to business success.
- Realize the importance of understanding the local and regional real estate market statistics and their personal statistics in order to better establish goals and develop sales strategies.
- List the five stages and barriers of business growth to give the ability to transition business at the appropriate time.
- Establish a personal, business and marketing budget to guide the real estate business spending plan.
- Recognize the retirement needs of a real estate agent to have enough savings.
- Draft a complete marketing plan to properly promote the business for consistent and calculated growth

### Registration:

Class Fee: \$145.00  
 CRS Members: \$125.00  
 Group of 4 or more: \$125.00 (Use discount code: Group)  
*Networking lunch provided by WIN Home Inspection*

### Educational Credit:

Individuals who take this course will earn 8 CRS Education course credits toward the CRS Designation.  
Clock hours: 8 WA | 7.5 OR | 8 ID

**Cancellation Policy:** RRC, RRC States and licensees reserves the right to cancel any scheduled course. If a course is cancelled, you will be notified via e-mail or phone and will be given a full refund. RRC, RRC States, and licensees are not responsible for any expenses incurred by the registrant due to cancellation. Class cancellations will be accepted until one week prior to the event. Cancellations will be refunded minus a \$25 administrative fee. No shows will be charged the full registration amount.

### Instructor Jackie Leavenworth, CRS



Jackie is a 30-year real estate veteran Certified CRS Instructor, national speaker and coach. She helps real estate professionals develop better systems, dialogues and strategies to work with today's buyer and sellers. Leavenworth's unique and interactive classroom style has even the most seasoned agents changing their business models. For more on Jackie visit: [www.coachjackie.com](http://www.coachjackie.com)

**September 9, 2019**  
**8:30 am – 5:00 pm**

### Presented by:

The North Puget Sound and Whatcom County Associations of REALTORS® and Washington RRC

### Course location:

Skagit Casino Resort  
5984 Darrk Ln  
Bow, WA 98232  
(877) 275-2448

### Questions?

Contact Darlene at (360) 901-0307  
Or [darlene@stouderhomes.com](mailto:darlene@stouderhomes.com)

### Register:

[tinyurl.com/SuccessfulAgents2019](http://tinyurl.com/SuccessfulAgents2019)



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Class Sponsor:

