

Happy Hour Agenda Template

1. Welcome and Introduce new agents that have joined us. Where do they practice real estate, how long have they been in business, and any specializations or niches they focus on.
 - a. Marcell Hana
 - b. Tasia Bigler
 - c. Ashley Sollars
 - d. Brandon Warren
 - e. Justin Morris
2. Highlight agent successes and ask them to share what is working and how they're implementing
 - a. YouTube Listing Leads
 - b. Geo Farming
 - c. Google My Business
 - d. YouTube Channel
3. Share all of the Agent Resources We've Created for Platinum Group Agents
 - a. Listings
 - i. Listing Presentation, Seller Net Sheet, Comparable Home Summary, Listing Checklist, Staging Checklist, Open House Sign Plan and Sign-In Sheet, etc.
 - b. Buyers
 - i. Buyer Guide, Community Comparison Sheet, Customer Questionnaire, Letter to Generate Inventory, Why Use a Realtor for New Construction
 - c. Lead Generation Strategies
 - i. Canva Templates, YouTube Listing Leads Opportunity, Video Ideas for Agents, Referral Company Comparison, Our Referral Network
 - d. Business Planning Templates
 - i. Commission Tracker, Personal Budget, Profit & Loss Statement, Business Planner, 1-3-5, Calendar Time Blocker, Daily and Weekly Scheduler
 - e. eXp Branded Materials
 - i. Listing Presentation, About the Neighborhood Flyer, Low Inventory Letter, Home Value Opinion Letter, The Divorce Letter, Open Home Kit, Home Buying Roadmap
 - f. Explaining eXp Realty
 - i. Power point, pdf, Excel Spreadsheet, Landing Page, Website, Social, etc.
4. Market Updates
 - a. Pulte is Changing their Commission Structure from 1.75% of the Base to 1.75% of Total - Raleigh, NC
5. "Tell me Something Good" where we take turns sharing something we have accomplished or are proud of that has happened since we last met.
6. Any New Marketing Strategies We are Testing
 - a. Webinars
 - b. Videos and Facebook Live
 - c. Personal Websites
 - d. Sales Funnels