

Text from the Chat Box for the Client Challenge Party August 10, 2023

13:06:55 From Chip Barkel : I have lots of big things

13:23:47 From Rayissa Palmer : Going after high performing agents, has that changed the offer that you make to the agents you are recruiting? Basically, has that changed your team model

13:24:55 From Ginny Stopa : I would love the commission and profit share plan.

13:30:39 From Ashley Fredrick : Do they given any feedback as to why they did not join?

13:31:30 From Rachele Evers : sounds right to me :)

13:31:32 From Heidi Hilzendeger : What is holding your current team back from reaching more of this goal?

13:31:59 From Steven Burch : If I were to join you - what does my onboarding and training look like. If you are selling how do I learn from you?

13:34:12 From Steven Burch : What CRM system do you currently use?

13:35:23 From Rachele Evers : I CANNOT APPLAUD THIS ENOUGH GOOD WORK!!! KEEP IT UP!

13:35:42 From Rachele Evers : I'm not a douche but I do drive a white mercedes, yo

13:42:01 From Heidi Hilzendeger : Flow chart and SOP's

13:47:26 From Chip Barkel : To get what you want, help there get what they want

13:47:44 From Rachele Evers : I'm there too! I think he needs to articulate what HE brings, NOT the splits, etc.

13:47:52 From Chip Barkel : Others get what they want

13:48:21 From Michael Domenichetti : like zigglar says, you can have everything in life you want if you help enough other people get what they want

13:48:29 From Julie Reisner : Freak in the Sheets!

13:48:54 From Rayissa Palmer : He has to answer the question, what's in it for me?, from the perspective of the high performers he wants to recruit. What are they going to gain by joining the team?

13:49:28 From Rachele Evers : he also may want to offload some of the recruiting? maybe put a filter person between him and the conversation/interview...before they sit down with him. Make them opt in to the BIG conversation

13:49:50 From Julie Reisner : It's not the splits is the value of the money

13:50:51 From Julie Reisner : He is talking about the brokerage not "team"

13:51:15 From Chip Barkel : I'm in a better place now

13:53:05 From Rayissa Palmer : And how many meetings does it take for him from start to having them say yes.

13:53:06 From Christine Gerardi : In his efforts to mentor the community he mentioned, is he being a friendly mentor to his agents or clear leader? He may have difficulty holding them accountable.

13:53:59 From Chip Barkel : Send brownies with your card

13:54:32 From Michael Domenichetti : I feel like he has some infrastructure to work on before bringing more people into the mix???

13:55:58 From Tom Smolinski : Replying to "he also may want to ..."
Rachele, what do you mean by a FILTER person?

13:57:25 From Julie Reisner : Replying to "he also may want to ..."
Buffer - someone between him and the agent

13:57:26 From Steven Burch : • New agent / BS Agent vs. Experienced agent

- Competition analyze - where did they go then?
- Set up clear expectations upfront - 26 hours for just meetings...
- Partnership NOT recruit
- Pitching not listening - ask damn good questions - push their bruises.
- Follow up / follow up / follow up
- Recruiting Website / Recruiting Process & Plan
- Learning Library - at their fingertips
- True training program - "You don't know what you don't know" they are looking for directives.
- Invest in leads - funnel to agents

13:58:00 From Jackie Phillips : He seems like a great person and comfortable and a people-person. Maybe he needs to have another admin or agent involved in the recruiting appts that could be more the detail/fact partner if they work well together in recruiting the people they need/want.

14:00:41 From Rachele Evers : can't wait to see how this plays out - thanks for having me everybody! Hoping Sean can see the chat, too! lots of good stuff in here!

14:12:06 From Heidi Hilzendeger : Feel free to reach out with questions!!

14:12:08 From Julie Reisner : Rebecca - you can share my information with them if they want to have a longer convo of LOVE about the GOAT MM

14:13:03 From Rayissa Palmer : Thank you!! I'm so sorry I have to go to get on a 2:15 pm call. Thank you everyone!

14:13:42 From Ginny Stopa : Thanks to all. This was awesome!!