



ADVANCED SYSTEMS

The Learning & Process Specialist

Connecting Passion & Purpose to **DOUBLE** Performance in **Real Time**

Developing People Is What Catapults Successful Companies

Brand Your Real Estate Firm through an Innovative Approach

In today's highly competitive real estate market, growing your own brokerage firm is a challenge. Why not consider branding your firm as one who develops your agents with measurable results?

Many real estate brokers have agents who fail to understand that they, the individual agent, are a business. Without a strategic plan, these agents, even if they are the best sales persons, will not be as successful as they could be.

Using your corporate identity, we would customize a real estate training program what would include strategic planning, sales training and an annual goal review. Optional training programs including customer service and time management are available.

ADVANCED SYSTEMS would facilitate this training program and align it with your strategic plan, goals and objectives. Your firm becomes branded as the firm that believes in your people and will help them achieve their sales goals.

If you are tired of trying training programs that have not delivered the results that you know possible or wish to become the **real estate firm of choice** for new or experienced agents looking for change, then consider this innovative approach to building your business.

Begin with a Proven, Principled Process

Our **training and development** is a systematic and structured principled process. This proven process incorporates 4 key principles: beliefs, attitude development; interpersonal skills necessary for personal and organizational growth; and measurable goal achievement.

Four Critical Principles Deliver Results

Beliefs: Beliefs are the key.

Attitude Development: Attitudes are the lock to sustainable behavior change.

Interpersonal Skills: Effective strategic planning involves not only the individual, but others. The continuous application of interpersonal skills is critical to the successful implementation of the strategic plan.

Goal Setting: Consistent goal achievement is the vehicle that allows successful leaders to provide organizational direction and to accomplish stated objectives from planning to sales.

The Secret ~ Powerful Paradigm Shift

(B) → **A + S + K + mG = PBC ∴ IP**

Beliefs **drive** Attitudes+Skills+Knowledge + measurable Goals = Positive Behavior Change therefore Improved Performance

The Process

- **Strategic Plan** (Who Does What By When)
- **Sales Training** with Written Action Plan in Alignment with Strategic Plan
- **Customer Service Training** to create Loyal Customers (*Optional*)
- **Time Management** to stay ahead of the increased business (*Optional*)
- **Annual Goal Review** to review progress and set new benchmarks

NOTE: Targeted real estate coaching for strategic planning, sales training and time management is also available.

The Results

- Strategic direction is defined
- Alignment improves decision making
- Aligned marketing & sales plans
- Greater profitability & market share
- Increased sales to close ratio
- Written action plan creates the willed future
- Increased sales, commissions to the agency

The Schedule

- Weekly for 26 week
- Monthly for 6 months

"Those who are victorious plan effectively and change decisively. They are like a great river that maintains its course but adjusts its flow... they win in advance, defeating those that have already lost."
Sun Tsu

Contact Information

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