

Karen Cunningham

From: Wufoo <no-reply@wufoo.com>
Sent: Saturday, February 10, 2018 8:54 PM
To: staff@caor.info
Subject: GAR Conference Report Form [#1]

Committee/Class: Building a Winning Team

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Name Diane Galvin

Meeting Date: * Monday, February 5, 2018

Report Submitted Diane Galvin

To: *

Date Submitted: * Saturday, February 10, 2018

Items Discussed: *

The instructor was Craig Wilburn. He was very informative and funny. Which made this an interesting class. Your team needs a standard in a service and relationship industry. Like many agents they focus on the numbers you must hit. He focuses on the number of appointments you must hit to reach your goals. If the team does not reach the goal this week they try again next week with the same goal. He has 1 person who just makes calls all day and makes leads. They need leads to work . He hires 1 administrator/ processing. He has 4 sales and marketing .1-4 and the lead generator atleast 2-4 buyers agents

He hires support, hires talent. He has team levels 1-4 levels. Sometimes he changes their jobs within the team. He has other staff that fire people for him. He has a problem firing people. He said to prospect and market use your database and feed it.. He has a budget and sticks to it. That's very important to him.

Thoughts This was a good and interesting class. If we could afford to hire someone like this, that
(Relevancy to would be a great for the association.
CAOR) * I'm sure they have people here like him. His team is with Keller Williams and KW has good training for teams.

State Director Diane Galvin

Electronic

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