



COACHING



AGENT CASE STUDY

Shelton Wilder Group

\$7M to \$100+M in Sales in 24 months

AT A GLANCE

CHALLENGES

- No Systems
- Increase Price Point
- Becoming a Listing Agent

BENEFITS

- Started at \$7M in Sales
- Completed at \$100+M in Sales
- Reduced Overhead



"For over 6 years, we've been developing new strategies for real estate teams of all sizes.

Our mission is to provide agents with custom solutions that enable them to work better and smarter; creating consistent, predicatable results."

LAURA DOUGHTY

Monarch Real Estate Concierge

OBJECTIVES

SWG required strategies and duplicatable systems to be put into place in order to create structure and facilitate growth in sales and in team members.

SOLUTIONS

We implemented simple systems that weren't too tech heavy as client requested. Providing a foundational road map for sustainable growth utilizing and capturing the clients personality and charisma.

BENEFITS

Benefits One

Developed a RE Course using SWG standards of practice, for both other agents and internal team members.

Benefits Two

Developed a step-by-step SOP that flexes as the team grows, but also keeps them accountable to bottom-line profit.

Benefits Three

Team grew from 2 members to 10. Sales grew from \$7M to \$100+M, with Avg Listing Price increasing by 60% and reduced unnecessary spending.