

Mastering Inside Sales

Session 15: Economic Model
& Why Daily Tasks
Matter

Your Coach(es)

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Please reach out if you have questions regarding the content of the course. If you have administrative questions about your client portal, billing or access, please reach out to fasttrack@kw.com or (512) 439-8684.

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1. Join MAPS on Facebook to stay up to date on all MAPS events and programs:
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2. Only paid participants may listen and contribute.
3. To ask a question you may type your questions into the “Questions” Box.
4. If you would like to speak on the call, click on the hand icon located on your dashboard and the coach will call on you when possible.
5. Complete all assignments prior to call.
6. Be PREPARED!

Notices:

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- calculation of agent compensation;
- evaluation of a Market Center's financial results;
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Telemarketing

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Preparation for Next Week

1 MY AHA'S

2 ASSIGNMENTS

1. Fill out the economic model based on your own personal income goals!
2. Share and review with your local leader.
3. Make sure your daily habits align with your discoveries on the economic model.