

Mastering Inside Sales

Session 17: Contributions
– ISA % Of Volume
& Units

Your Coach(es)

Anna Krueger

mapscoachanna@gmail.com

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.

Guidelines:

1. Join MAPS on Facebook to stay up to date on all MAPS events and programs:
mapscoaching.com
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:

General

While Keller Williams Realty, Inc. (KWRI) has carefully prepared all course materials, we do not guarantee their accuracy or make any express or implied warranties about the information. KWRI may change the material at any time without notice.

This course may contain hypothetical examples and exercises meant to illustrate aspects of Keller Williams' financial, growth and investment models, including:

- calculation of profit share contributions and distributions;
- calculation of agent compensation;
- evaluation of a Market Center's financial results;
- agent productivity strategies; and
- estimates of return on investment.

These materials and examples are provided for informational purposes only; they are not a guarantee or prediction of performance, sales, or profits. Agent productivity strategies are models only, not requirements. Independent contractors should set their own goals and strategies. You should not (1) assume that the results of these exercises and models predict financial performance, or (2) rely on the results of the exercises and models in deciding whether to make any investment. You should consult your own legal or financial advisor and verify all information to your satisfaction.

KWRI therefore cautions you not to assume that the results of this exercise bear any relation to the financial performance you can expect as a KWRI associate. The coaching program is offered to support your professional growth by directing you toward productive activities.

Telemarketing

WARNING! You must comply with the Telephone Consumer Protection Act (TCPA) and any other federal, state or local laws, including for B2B calls and texts. Never call or text a number on any Do Not Call list, and do not use an auto dialer or artificial voice or prerecorded messages without proper consent. Contact your attorney to ensure your compliance.

Copyright Notice

These materials are copyright © 2022 Keller Williams Realty, Inc., (KWRI) its licensors, or their respective owners. All rights reserved. You may not reproduce or transmit these materials without the prior, express written permission of KWRI. If any part of this notice is unclear, please contact compliance@kw.com.

Material excerpted from The Millionaire Real Estate Agent appears courtesy of The McGraw-Hill Companies. ©2003-2004 Rellek Publishing Partners Ltd. All rights reserved.

Objectives

1. Contribution Tracker
2. Overall Tracking Systems
3. Analyzing Your Business (yes, yours!)

I. Contribution Tracker

A. Reasons to track:

- a. Shows value of _____ for the team
- b. Stats build _____
- c. Trends for price point (_____ versus _____ percentage)

B. What to track:

- a. _____
- b. _____
- c. _____
- d. _____

****Note: Track buyer and seller separately****

II. Overall Tracking Systems

- A. Daily _____ Tracker (paper)
- B. _____ Tracker (electronic download of paper)
- C. _____ Tracker
- D. _____ Tracker

E. Tracker

- I. _____ Form (financial goals)
- II. _____ Model (to hit those financial goals) – Check quarterly

III. Analyzing Your Business (Yes, Yours!)

- A. What are your _____ sources?
- B. What are the _____ top _____?
- C. How often are you calling new leads _____ in _____ days?
- D. Do you have a solid system in place for appointment outcome communication?
- E. How many _____ do you spend on lead generation and conversion?
Target is _____ or _____ if full-time.

Preparation for Next Week

1 MY AHA'S

2 ASSIGNMENTS

1. Use the Contributions Tracker
2. Put into your calendar reminders for your quarterly and yearly tracking
3. Go through “Analyzing your Business” questions and discuss with local leader