

\$ THE VALUE OF AN ASSISTANT \$

- **4 Family / Friends Referrals**...Avg. commission 10K = **\$30,000** (Assistant / licensed 25% referral fee)
- **10 Referrals from Current under Contract Clients**...Avg. commission 10k = **\$100,000**
- **20 Reviews from Current in Contract Clients**...minimum of 4 leads/ sold = **\$40,000**
- **Database**...Grow the database by 600 Completes in 12 months = **\$ Priceless**
- **Systems**...Put in 2 lead generation systems = **\$Priceless**
- **Client Appreciation Party Coordinator** = **minimum \$10,000**
- **Client Appreciation Party Referrals** = **\$20,000**
- **Marketing Facebook/ Command**minimum 6 new contracts = **\$60,000**
- **Recruit one Buyer Agent**minimum 12 contracts = **\$60,000**
- **Listing Systems** = **\$Priceless**
- **Closing Systems** = **\$Priceless**
- **Ritz Carlton Customer Service** = **\$Priceless**
- **First Impression Phone** = **\$Priceless**
- **Phone Screener** = **\$Priceless**
- **Vacation Back Up** = **\$Priceless**
- **450+ page Policy and Procedures Manual** = **\$Priceless**

Total....PRICELESS