This is a series of questions for you to ask other agents who you feel would be a good fit for the Global Investor Agent (GIA) Team:

Tip 1. Review your past transactions and record the other agents name and contact info. Go through your phone and record the names of other agents. Look at the contacts on your FB page and record their names. Repeat with LinkedIn, Twitter, Instagram. Review your email contacts. All of these are potential Team members for you. Don’t hold yourself back thinking “they’re probably not interested”. You never know for sure until you ask! Never assume what someone else is thinking, feeling, wanting or needing. You may say the right thing at the right time for them.

Tip 2. If I haven’t given it to you ask for the list of agents for your state! I’ve got all 50 state’s list of agents! You can load this list to FB and start be friending them or inviting them to like your page. Then you can start a dialogue with them. You also have their email, phone #’s, city, state and company they’re with.

Tip 3: YOUR CURRENT TRANSACTIONS! This is why production is so important. It is your own production that is the best attractant for you. It is what makes the team so attractive. It also provides the most current and relevant prospects for you to bring on to the team. These are always the easiest to build rapport with they are also most likely to listen to you!

When you are having a conversation with another agent, ask:

1.What training have you had that you really like? What is your favorite?

2.Who have you had as a mentor? Who is your favorite?

3.Are you on a team? Are you familiar with how teams work?

4.What are the terms?

5.What is the split?

6.How are your leads handled?

7.Would you like it more if you had a 75/25 Team split?

8.Would you like to choose only the leads you want instead of the team lead choosing what you get?

9.Would you like to be coached to build your own team instead of just being a buyer’s agent?

10.Would you like me to provide you with more information on the GIA Team?

Now send the email with the video to watch and more written details on the GIA Team. This doc is titled

“Email to send prospective GIA Team Members”

When you do this set up the next call so it is in place in advance.

On that call field their questions.

Say: “This is the fastest and most direct way to earn more commissions in the shortest amount of time. Is this what you want? How soon would you like to start”.

If they are ready, willing able now give them the email with the eXp application link and the GIA Team agreement.

This is the word doc titled “email to prospects with eXp app link and GIA Team agreement instr”.

If they need more nurturing you can:

1. setup a call for them with me.

2. send them 1 or 2 videos from the list of videos. The doc with the list of videos is “URL’s for KR videos”.

**Don’t send all videos at once. Just 1 or 2 at a time that you feel are most relevant at that time.**

3.give them a guest pass to the eXp World.

4.give them a demonstration of Realeflow.

5.share with them your vision, goals, actions, plans.

Use this question: “If you and I were having a conversation one year from now, what would have to have occurred in the year for you to feel like it was successful? When would you like to start working on it?

Then give them the email with the eXp application link and the GIA Team agreement.

You don’t have to do all of the above at the same time. Be careful not to vomit all over them. It’s like a finding a partner. Give them the respect of time, patience and being present! You don’t actually sell the pot of gold at the end of the rainbow. You show them the path to the rainbow and let them see and choose for themselves.

This whole process could take 2, 5 or 10 conversations. Believe and be patient. Remember, as long as they’re asking questions or haven’t said “no” then they are interested. Keep their interest piqued by providing information and asking open ended (w,w,w,w,h) questions. Great rewards come from great efforts!