

Understanding *and* Leveraging **TEAMS***



Multi-agent mega teams have become commonplace in many real estate companies, but do team members view the owner/broker as their primary resource for leadership? If they don't, chances are they are being coached by others outside of your organization. You need to be front and center as the mentor, consultant and business manager of these teams.

This two-day workshop focuses on understanding the team concept, and how to recruit, retain and provide value back to them through every stage of their development. It's also great training for future team leaders.

Topics covered include:

- **Developing a blueprint for successful teams, including job descriptions**
- **Creating employment contracts that align with company policies**
- **Managing conflicts within the brokerage relating to the team**
- **Creating team compensation plans that incentivize and maintain profitability**
- **Coachable moments for team growth plateaus**

Worth 3 CRB Credits

**Formerly titled, "Managing & Leading Teams"*

TAKE THE COURSE!

January 16th and 17th, 2013

8:30am to 4:30pm

Lunch Provided by Lawyers Title
At: *The Arizona Association
of REALTORS®*

255 E. Osborn Rd.,
Phoenix, AZ 85012
602-248-7787

First Floor Meeting Center

Registration Fee - \$179

Register Online:

<http://www.regonline.com/crbjan>

Instructors for this course:

Holly Eslinger,

ABR, CRB, CRS, GRI

Laura Kovacs, CRB, SRES



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