

# Attract & Retain Next Generation Agents.

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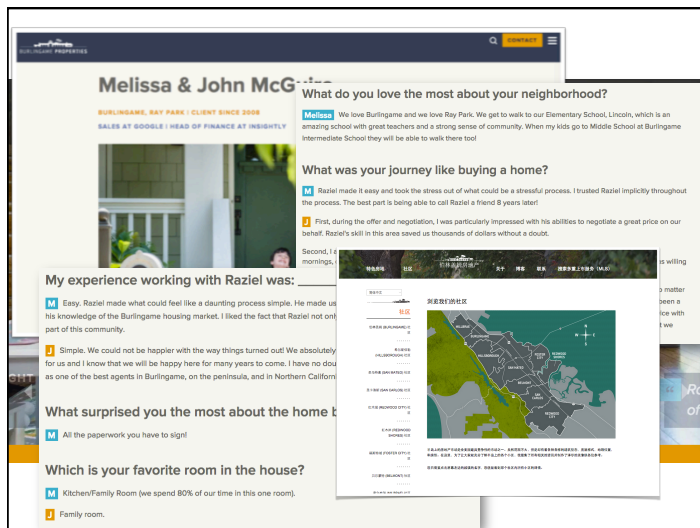
All signs  
are pointing to an up  
but competitive market.

Millennials  
will not save you,  
but thinking like one will.

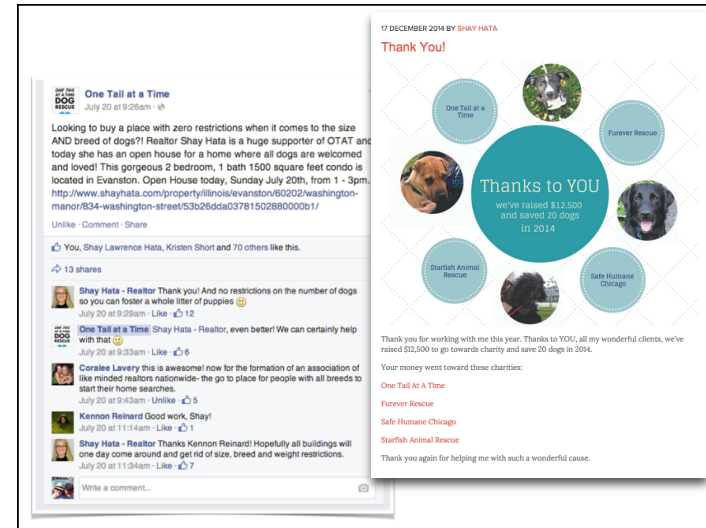




Attraction, retainment  
mindset with clients  
will go a long way with  
next-gen agents.



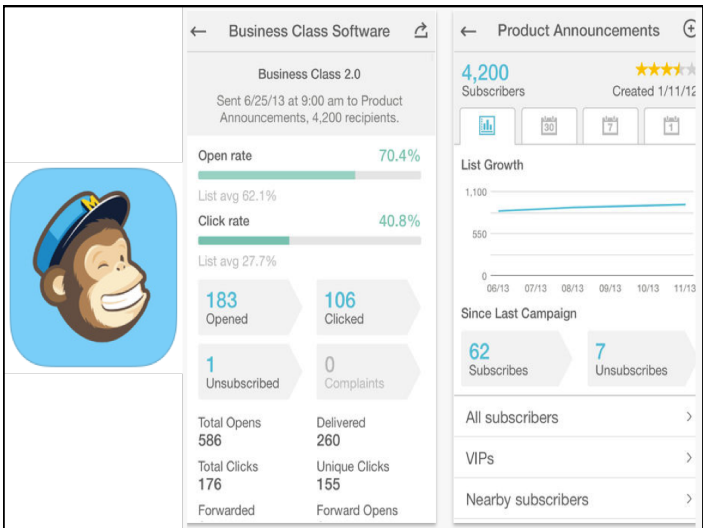
Have a standard.  
Curate a culture.

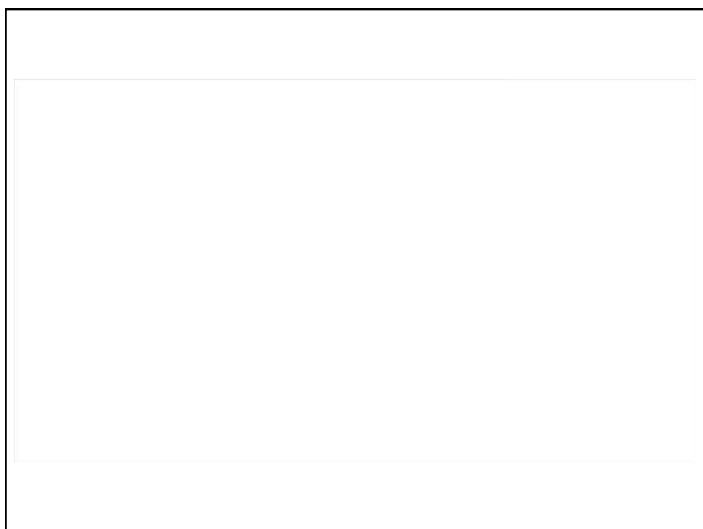
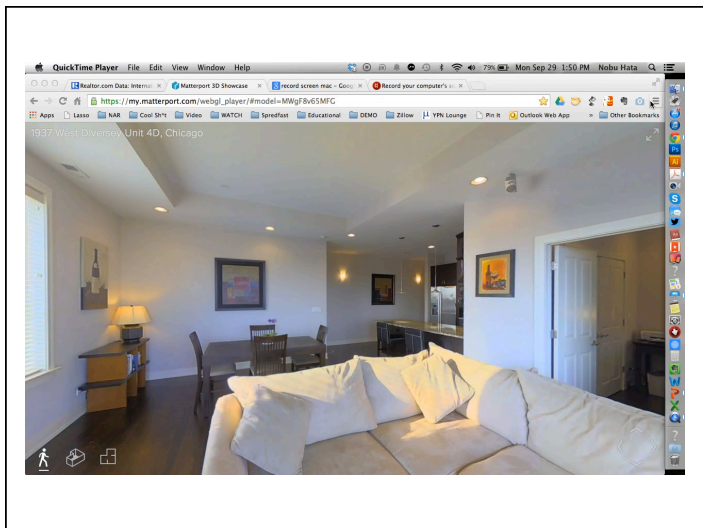


Be the source of the source, show them that grass isn't any better on the other side.



Curate leads. Hold the agent accountable to close them.





Nail the post-transaction  
conversation.

**Thanks!**

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