

# MONTHLY NEWSLETTER

**THE END OF THE 1st HALF of 2023  
AND THE START OF Q2/2003 IS HERE AND  
KNOCKING ON EVERYONE'S DOOR!**



**Are you ready “to open the door” and say, “all good, I’m on the track and performing in sync with my ½ 2023 goals”?**

If not, reach out to our General Manager **Eric Stiles** and have him help you schedule and confirm the complementary high-level Business Coaching Appointment with me (during the 1st week of July) to discuss the ½ of 2023 and to improve the Business planning, your performance and to get the know-how for new deals & clients acquisition for the 2nd half of 2023.

Multiple of our Agents have 2-10x their productivity within a year or two using our Business Coaching, Sales Training, and Compliance. Why don't you give it a shot and commit to being one of them? Just do it! You can do it!

It'll also be 30 years since RE/MAX successfully operates in Hawaii towards the end of the year 2023! This is a perfect time to commit to celebrating it with another massive success! We continue to reinvent and innovate our Brokerage Business Operation; also by powering up our team and systems to get positioned for this year's success, so we onboarded many new talented agents, off-boarded some, and continued to improve the Business Flow dramatically to reaching new all-time sales records by the end of this year!

[One Page Business Plan](#)



## Aloha Everyone

### Aloha and Konnichiwa, Everyone! It is already June !

April was a little tough but in May the median price and sales went up against the high interest rate. Luxury market has been slow and we have seen lots of price cuts, but the market under \$800,000, especially in west Oahu, was very competitive and saw multiple offers and sold in a week. We are expecting a good summer season.

#### Just a few reminders:

Please make sure to use the most current forms available (Release 11/22) You may update your template.

#### For new Coop:

Please use GE number :GE-000-706-2528-01

#### For new agents:

Mentorship is required for the first few sales. Please sign a mentorship agreement. Mentors will have a weekly meeting so you can learn more about technical parts of a contract and ask your questions.



We have powerful tools in our 10X website. You can find “How to write a contract” video, SRPDS video, sales scripts, contract manuals and so on. You can learn a lot !!

We have a **compliance training class every other Monday at 1 PM.** ( Needed base)

Our Sales Manager, Eric will provide a mindset training every Monday through Friday at 7:30 AM and sales training as well ( Please ask Eric his training plans and time schedule)

**Let’s get ready for this busy summer!**

**Mahalo!**



Mahalo!  
**Hitoshi Okada**  
(Principal Broker)

Aloha Team,

Just a quick plug for something that's very important to me. Personal development is huge, but it goes way beyond your goals and aspirations within your real estate business. Indeed, you can be uber successful in business yet still not be happy or content with your life overall. That's why in addition to your business goals, I highly recommend you also have some non-business aspects to your life.

Here are a few of mine.

Reading. I make it a point to read every single day. Not a huge commitment, but very consistent. I'm committed to just 10 pages a day...which inevitably turns into 15, 20 or more because I have to finish the chapter, right?

Exercise. In addition to reading, I'm also committed to daily physical training. Physical fitness is my sanctuary. I can be yours as well. If you're not already doing so, I highly recommend you start. Today. It doesn't have to be anything crazy. It could be something as simple as going for a 30 minute walk. The key is consistency...doing it everyday whether you feel like it or not.

That's all I have for you today. As always, please reach out if there's ever anything I can help you with. Standing by to assist.

Mahalo Nui Loa.



**JEFF STEINLY**  
Broker in Charge

## PROPERTY MANAGEMENT

The market is changing and your listing most likely isn't selling as fast as several months ago. Your sellers need to move asap and can't afford having their property just sitting on the market? Introduce them to Maria from our property management department. We are growing rapidly and have several plans to offer for our clients. Call 808.393.9800 for a free rental analysis!

Also, we would love to work with you and your clients! If you have clients, friends, or family members who can't find the right place to rent, let me know! Maybe we have something for them! Our upcoming rental listings that are not on the MLS yet:

Also, check our website:

**<https://www.hawaiipropertymanagementteam.com/availability>**.

**Scott Veichor**  
**(Property Management Expert)**

## LENDING UPDATE

Last month was BRUTAL for interest rates as we saw the effects of a potential default on the government's debts. As of today, it appears that we are on the verge of this being resolved and the last couple of days have been very favorable for interest rates. We are starting to see some relief compared to the last two weeks but we must keep in mind that rates go up much more easily than they come down.

Another market mover will be the inflation report later this month and the FED meeting on June 13-14th. All of that being said, the fact remains that people are still buying homes. Winners win regardless of the market factors. Victims make excuses about market factors.....the perfect market does not exist but the market does create the perfect opportunity.

### Where should you be focused to increase your income?

- 1.It's PCS season. There will be lots of opportunities to engage VA buyers. You should reach out to your past military clients and ask, "Do you have any soldiers/sailors/marines that are reporting to the island? I would like to help them make an assessment of the market and determine if they should buy or rent."
- 1.Investment buyers. Investors understand that when others are nervous about the market, it's the perfect time to buy. Be sure to reach out to me and my team so that we can discuss loan products that could help your buyers (bank statement loans, DCSR loans, and cash out refi options so that they can buy additional properties. They want properties, you just have to show them how to purchase them.
- 1.Expand your territory. There are many of you that are getting listings but you are so focused on the listing that you are not focusing on the referral to an off-island realtor that can help your seller buy again. EVERY SELLER IS A BUYER. We have to work together to help them get into another home, even if it's not on-island. If you need our help with this, please don't hesitate to reach out to us.

**NOW, LET'S GO WIN**

**MAJOR SINGLETON**  
MAJOR MONEY MATTERS





**Phillip Legare**  
Director of Agent  
Development

## PERSONAL DEVELOPMENT

**Aloha Everyone,**

Jeff provides some great personal development advice. I think of it as my 3 vital life signs: physical, mental and emotional well being.

Physical well being doesn't just mean fitness (although that is a major part of it), but it includes shelter, food, water, air, etc. Can you provide a good home for yourself and your family? Are you able to provide healthy food for you and your family? Is the environment you live in safe and healthy? Do you drink enough water? Do you do some form of exercise every day? We are lucky we live in Paradise, but look along the beaches on the west side and the sidewalks downtown and around the harbor area. You'll see so many less fortunate who can't (some won't) provide for proper shelter, food, water for themselves or their families.

Mental doesn't just mean doing word puzzles to keep your mind sharp. It includes mental toughness and resilience. I heard a famous real estate sales agent say that doing cold calls made him mentally tough because he learned how to handle no. Do you get enough sleep? Dr. Sanja Gupta's book, Smart Brain, is an excellent one to skim through. Did you know that researchers have traced Alzheimers, Parkinsons and Dementia to 3 areas? Regular exercise, 6 - 8 hours of sleep a night, and daily social activity are 3 keys to staving off these mental diseases. In that order. Chronic lack of sleep is considered the number 2 factor in early Alzheimers. And it's been found that what you do in your 30s,40s, and 50s determines these effects on your brain later in life. So, get some sleep! And by the way, naps aren't proven to help much. According to Gumpta, if you nap, only do so for no more than 20 minute power naps.

Emotional is pretty much what it says. Are you able to handle stress? There is no stress for real estate agents, right? Ha! How you handle stress can affect you mentally and physically. Mediate, find a religion, take up Tai Chi. Do you socialize daily? This keeps your brain elastic and those endorphins firing as you will feel compassion, love, friendship, etc. when around others that you like or care about. Surf or play golf with your friends, join a book club or trivia team, volunteer at the Food Bank, etc.

All of the Self Development Gurus out there key on these 3 areas for personal development. Find what works for you and like James Clear says, build an Atomic Habit!

**Ganbarimasu!**

## SALES DEPARTMENT

We are 6 months into the year!

Bootcamp is now rounding into month 2 and we are working on raising our daily calls! Knocking on more doors, hosting more open houses and tirelessly meeting new people to build long term real estate relationships.

I am looking for suggestions from each agent to suggest what they would like to see and commit to in order to grow their real estate business.

We have successfully secured a 14 million dollar expired listing in the most recent 30 days! We have a ton of online buyers who are looking to purchase in the next 1-3 months 6-12 months and lots of opportunities to nurture the database!

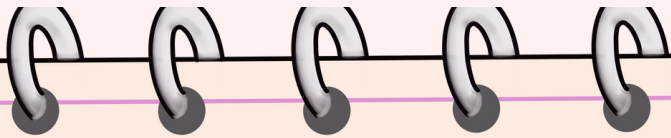
The \$\$ is always going to be in the follow up! It's time for every single one of us to check in with ourselves and see where You are at with your goals for 2023!

How can WE help you? What do you need to put 1 to 2 deals a month consistently each month into escrow!

**PLEASE PICK UP THE MILLIONAIRE REAL ESTATE AGENT (by Gary Keller) if you haven't already and READ IT!!!**



**ERIC STILES**  
Sales Manager



Aloha Team Happy June!

**ADMIN OFFICE**

Commissions:

Please be sure that your TC fees are the correct amount whenever filling out your commission payout form.

Also, please note that before submitting a payout, the DocuRoom for the property must be closed.

Thanks all! Let's keep up the amazing productivity!!



**TIFFANNY**  
Office Admin Mngt

Aloha Everyone,

I hope everything is going well for you. Please have a quick check on the closing packet of documents before signing the closing checklist if you have close properties to ensure that everything that was marked there was indeed there. I can also assist you with entering incoming listings and uploading photos to MLS. Please let me know if you have any weekend open houses, I can assist you in requesting and advertising flyers.

Thank you so much!



**Noha Asterios**  
(VA Support Team Manager)