

33 Ways Coaching will Grow Your Business:

BUSINESS DEVELOPMENT

LEAD GENERATION
OBJECTION HANDLING
LEAD FOLLOW-UP
TIME MANAGEMENT
MASTERING SCRIPTS
DATABASE MANAGEMENT
MASTERING MREA
GOAL SETTING TO THE NOW
MINDSET MATTERS

BUYER SYSTEMS

FINDING MOTIVATED BUYERS
BUYER PREQUALIFICATION
NEEDS ANALYSIS
SETTING EXPECTATIONS
GETTING BUYER REPS SIGNED
CONTRACT TO CLOSE
FOLLOW-UP SYSTEM
NEVER ENDING REFERRALS

TOOLS

4-1-1
GPS
LORE
DATABASE
KELLE/KW REFERRALS
CGI PIPELINE TOOL
GOAL SETTING TO THE NOW
CUSTOMER EXPERIENCE

SELLER SYSTEMS

FINDING MOTIVATED
SELLERS LISTING
PRESENTATION CMA
LISTING CHECKLIST
CONTRACT TO CLOSE
FOLLOW-UP SYSTEM
FSBO/EXPIREDS
NEVER ENDING REFERRALS

MAKE IT HAPPEN!

Foundation -> Momentum -> Mastery



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