

Thursday, May 7th 2026

## **BASIC TECHNOLOGY THAT ALL AGENTS NEED!**

### **Agents Have Challenges and Technology is There to Help**

- Where to find business
- Keeping Organized
- Laking Structure
- Time Management
- Sales Skills

### **Why Do Agents Succeed?**

- Successful Agents understand we are in the Lead Generation Business
- 85% of your business is Lead Generation
- 15% of your business is Technical Knowledge

Successful agent provide value, build relationships and promote constantly

### **Basically Technology You Need to Master**

- CRM
- Email
- Calendar
- Phone
- Laptop
- Tablet

### **HOMEWORK**

- Make sure all your electronic are in good working order
- Go through your phone and organize you contacts
- Put them all into one CRM or spreadsheet
- Update names, number and email addresses.