

QUALIFICATIONS ON BEING A TALENT COACH



TASKS:

SCHEDULE & MEET 10 FACE TO FACE INTERVIEWS/WEEK PER OFFICE
PLACING ADS ON RECRUITING PLATFORMS TO GENERATE MORE LEADS
SEARCHING RESUMES OF POTENTIAL CANDIDATES
ATTEND REAL ESTATE SCHOOL TO SPEAK & RECRUIT NEW AGENTS
HOLD QUARTERLY RECRUITING EVENT
CREATE DRIP CAMPAIGNS WITH USEFUL INFORMATION

COMPENSATION:

- TALENT COACH SR. (MUST POSSESS A REAL ESTATE LICENSE FOR THIS POSITION)
 - BASE SALARY: \$50,000
 - \$350 FROM FIRST 3 CLOSINGS OF AGENT HIRES
 - 5% PROFIT SHARE
 - \$150 BONUS WHEN A NEW AGENT FINISHES TRAINING
 - \$300 BONUS WHEN A EXPERIENCED AGENT FINISHES TRAINING
 - \$500 BONUS WHEN A SEASONED AGENT FINISHES TRAINING
- TALENT COACH JR.
 - BASE SALARY: \$40,000
 - \$150 BONUS WHEN A NEW AGENT FINISHES TRAINING
 - \$300 BONUS WHEN A EXPERIENCED AGENT FINISHES TRAINING
 - \$500 BONUS WHEN A SEASONED AGENT FINISHES TRAINING

DEFINITIONS

- NEW AGENT: ANYONE WHO JUST GOT THEIR LICENSE
- EXPERIENCED AGENT: 0-2 TRANSACTIONS IN THE LAST 12 MONTHS
- SEASONED AGENT: 12 OR MORE TRANSACTIONS IN THE LAST YEAR