



Productivity in Commercial Brokerage Sales

Another quality broker resource from
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Point to Point Time Management

Time is your most valuable resource. You must control your time for 10 hours per day. Avoid people and situations that are not productive towards your real estate goals and targets in listings, clients, database, marketing, negotiating and market share. Control your time and your actions totally.



Important Key Clients and Prospects

Our industry is based on relationships. It takes time to establish a relationship with top clients and prospects. Create a cycle of contact that builds trust and relevance with those people. Contact all your prospects and clients at least once every 90 days or sooner. Establish a core group of VIP clients.



Superior Referral and Repeat Sales and Leasing Business

Many of the people we serve are ongoing business opportunities in many ways. Sales, leasing, and property management leads are there for the asking at the right time. Improve your connections to tap into those situations.



Cutting Edge Prospecting Systems

From the start of your career you simply must prospect. It doesn't matter how busy you are each day; the prospecting for new clients and property listings must occur. Focus on controlled listings and quality properties; they will help you build market share faster and more successfully.