

Success Decathlon

Business Systems

1 2 3 4 5

Core Schedule, Knowing Your Numbers, Making Adjustments, Business Generation Systems

Multiple Sources of Business

1 2 3 4 5

Your Sphere, Expireds, By Owners, Open House, Walk-ins, Call-Ins, Investors, Professional Referrals

Power of Your Positive Mind

1 2 3 4 5

Your Value, Being One-Up, Tools to Staying On-Track

Strong Sales Foundation

1 2 3 4 5

Closing Theory, Powerful Questions; Sales Conversational, Selling to Your Clients Real Motivation

Influence & Language Skills

1 2 3 4 5

Level Shifting, Pace & Leads, Single & Dual Binds, Future Pacing, Softening Statements, Story Selling

Neutralizing Objections

1 2 3 4 5

Identified Your Top Objections, Getting Your Clients Into Action & Over Their Objections

Defending Your Fee

1 2 3 4 5

5 Ways to Neutralize Their Objections; Comfortable or Awkward,

Market Cycles

1 2 3 4 5

Market Velocity, Velocity Wheel, Be the Market Expert

Motivated Buyers

1 2 3 4 5

Loyal Buyers, Buyer Broker Agreements

Listings into Paychecks

1 2 3 4 5

Empowered Listing Presentation, Well Priced Listings that Sell, Inventory Management System

YOUR DECATHLON SCORE
