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9 Week Implementation Program

- Week 1 – The Vision Accelerator
- Week 2 – Building a Performance Culture
- Week 3 – The Talent Build System
- Week 4 – The Power of a Playbook
- Week 5 – Accelerated Performance
- Week 6 – Accelerated Coaching
- Week 7 – The Service Accelerator
- Week 8 – Unlocking Leadership 2.0
- Week 9 – The Final Integration

#BizRE

THE BUSINESS OF REAL ESTATE 25
10TH ANNUAL CONFERENCE

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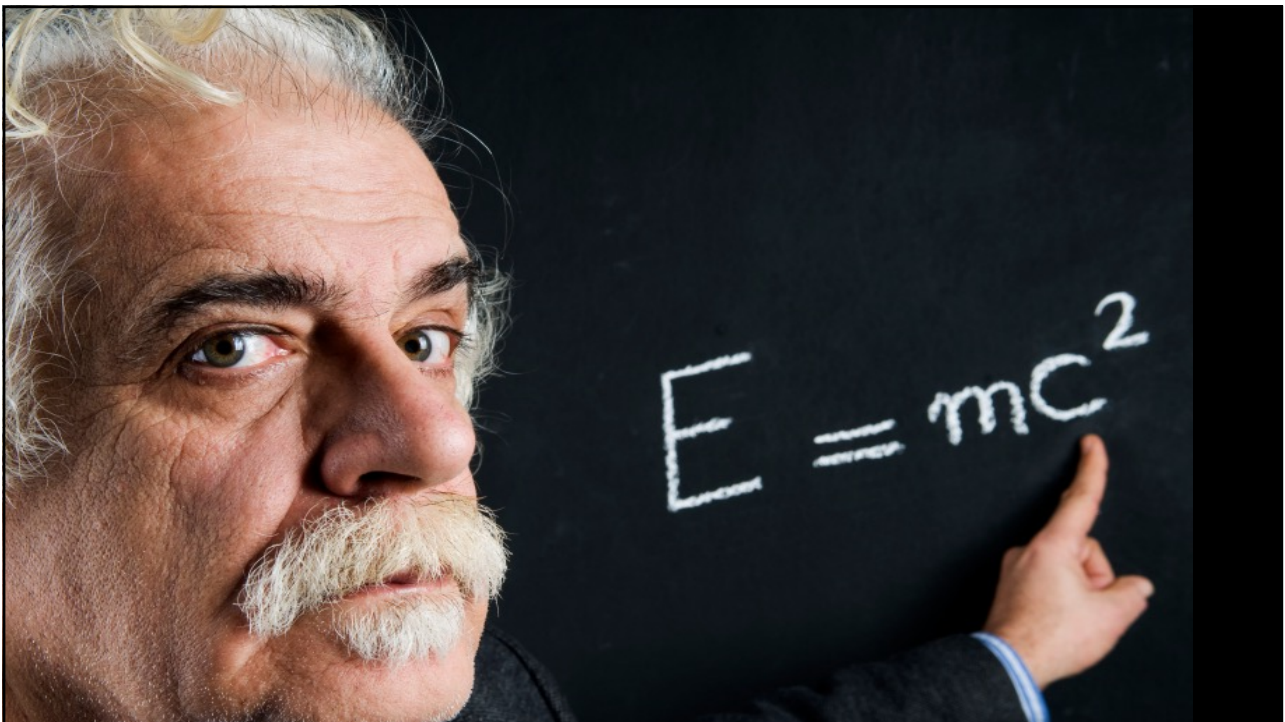
Long-term Strategy
Business
Now Performance

You Team

Who are you Being? How are you Engaging?

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The level of thinking that creates the problem is not the level of thinking that will solve the problem.

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Reality Check

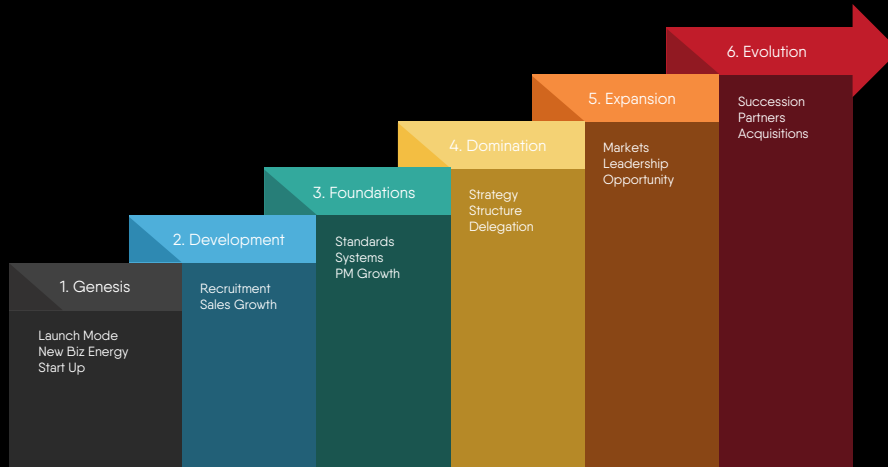
1. Leadership
2. Culture
3. Brand & Marketing
4. Recruitment & Fast Start
5. Team Productivity
6. Training & Coaching
7. Retention & Recognition
8. Systems, AI & Tech
9. Financial Success
10. Team Meetings

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The 6 Stages of Growth



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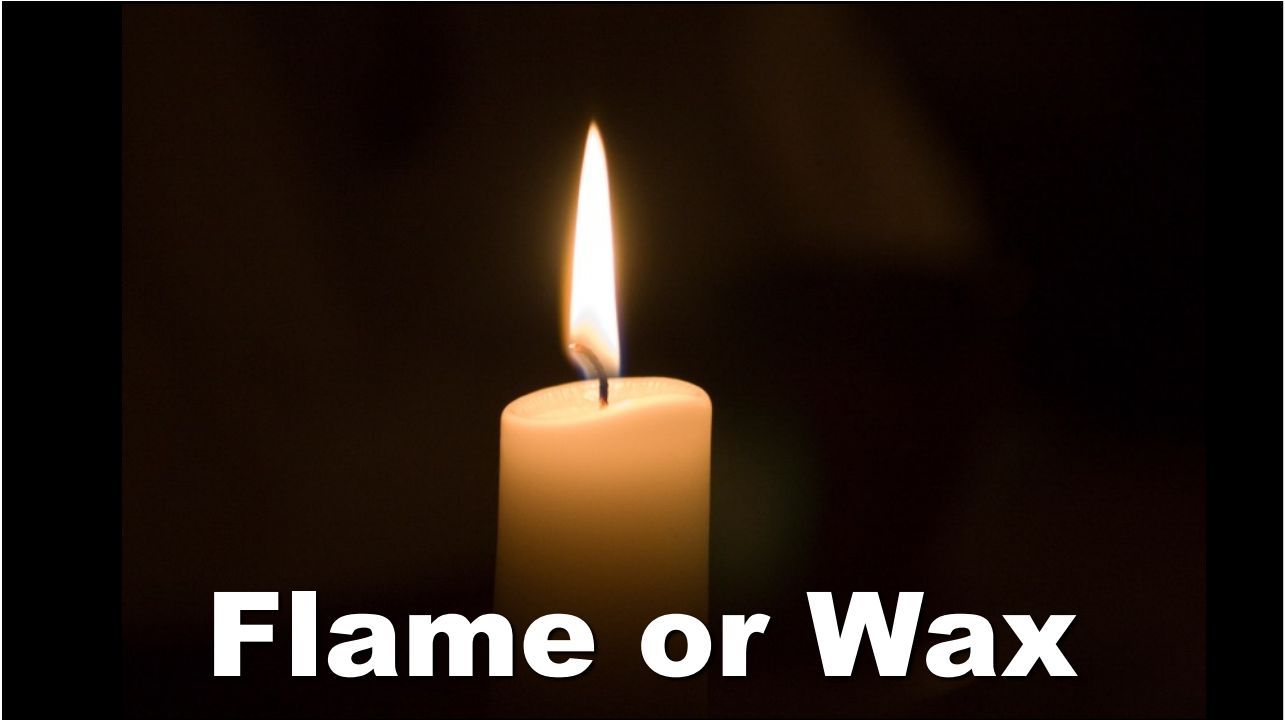
Org Chart or Functional Chart



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The Performance Matrix

I M P O R T A N T	1 Planning (Self-initiated) CONTROL Proactive	2 Responding (Others-initiated) CRISIS Reactive
	4 Realm of Delusion Say NO! Stop it!	3 Realm of Distractions Delegate Leverage
	U R G E N T	

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$$M \times V + fs > R$$

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Implementation

1. The Test – Measure – Invest Strategy
2. Growth Plan Snapshot
3. 3rd Space – ON Time
4. Weekly Power Review
5. Team Buy-in
6. Quick Wins
7. Key Projects
8. Performance Coaching
9. Display Management
10. Celebration

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