

THE RIGHT START

YOUR PATH
TO
SUCCESS

**Local
Association
Non-Dues
Income Stream
Program**



Presents

**3-Day Series to Quickly Train
Newly Licensed Agents and
Agents Re-Entering the Business!**



THE RIGHT START

Day 1: Building Your Business and Demonstrating Your Value

**Day 2
Converting Buyers
and Building Your
Buyer-Side
Business**



**THE
BUY-SIDE**

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SELL

SIDE

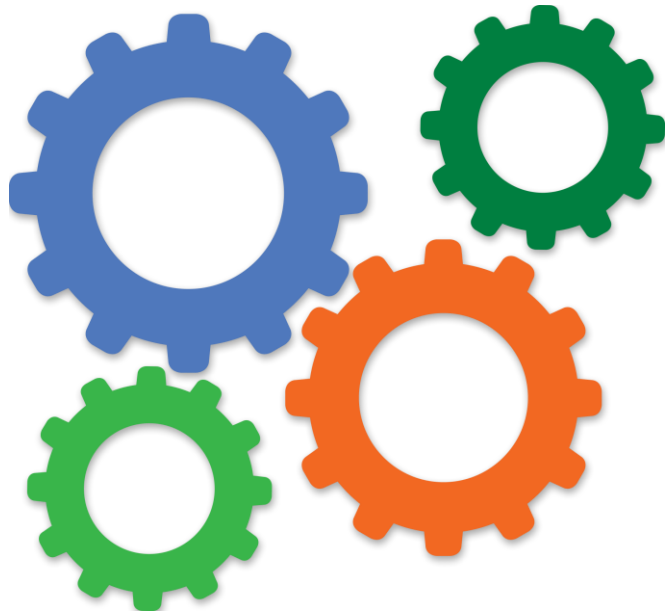
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**Day 3
Neutralizing Seller
Concerns and
Building Your
Listing-Side Business**



How It Works



- The Right Start is a 3-day new agent training program designed as the ‘next step’ after getting a real estate license
- It is pre-sold to
 - Students in your pre-licensing program
 - Brokerages as a business support system positioned to train their new recruits for them in a trusted environment
- Delivered directly through your association for a substantive non-dues revenue income stream
- Or as a revenue share opportunity with other local associations as a joint income stream opportunity for students they provide
- It also serves as a platform to upsell the
 - “Trifecta” of the ABR, SRS and RENE
 - GRI program if offered
 - Other association programs, products, services and benefits

Using Your Preferred Trainers

- Training delivery format can be any way that best targets your audience needs
 - 3 Full or 6 Half day formats
 - Day, evening or weekend
- Possible continuous space training delivery
 - One module per week for 3 weeks
 - Once per month for 3 months
 - 3 Days in during the same week
- Using a continuous or consistent training delivery format your brokers will always have a class to send their new recruits to for efficient on-boarding and training





SUPPORTING DOCUMENTS

- The series is designed so that your trainers can incorporate all of your
 - State Disclosure Forms
 - State and/or local board listing contracts, buyer agreements, purchase/sale agreements
 - Incorporated into Day 2 – Representing Buyers and on Day 3 – Representing Sellers
- If there are NAR, State or Local Board programs, products, services and benefits you want to showcase
 - They can be incorporated throughout the series as needed
 - You can add another day to qualify as a board orientation program
- Can also be loaded on a slide-show loop played before class and during breaks



What We Do...

- **Dynamic Directions provides:**
 - Trainer PowerPoint
 - Student Workbook
 - Live-virtual Train the Trainer
- **Flyers Options for**
 - Newly Licensed Agents and Agents RE-Entering the career
 - Brokers/Managers/Team Leaders
- **Optional - Trainers for Hire**
 - One of our faculty trainers can be hired for a Live or Live-Virtual Course if desired

- **Association agrees to provide:**

- One or more trainers with relevant field experience to be certified to deliver the material
- Sign and agree to all provisions in a Dynamic Directions, Inc. Provider Agreement
- Provide RE Firms a 'NO-Recruiting' Guarantee
- Send all rosters for each module of the series containing student's name, email address, cell phone number in an Excel sheet emailed to Info@DynamicDirections.com
- Evaluations from each student that evaluate both the course and the trainer
- \$20/person per module made payable to Dynamic Directions, Inc. c/o Adorna Carroll – 23 Occhialini Court; Newington, CT 06111 for each module delivered



Any
questions



Just Ask!

DynamicDirections.com

Info@DynamicDirections.com