

# SAVE THE DATE

## BUSINESS PLANNING (BHU #9)

- 10/25 @ Lutz
- 11/22 @ Lutz

## ENTREPRENEUR ACADEMY (Q4)

- 10/29 @ Wesley Chapel

## BUSINESS DEVELOPMENT ORIENTATION

- 11/1 via Webinar
- 12/6 via Webinar

## NEW HOMES SPECIALIST TRAINING

- 11/4-11/6, 11/8

## EAT & GREETs

- 11/11 @ Wesley Chapel

## PM QUARTERLY MEETING

- 11/12

## HOLIDAY FUN FEST

- 11/16 @ Whiskey Joe's

## ANNIVERSARY BREAKFAST

- 11/21 (Q4)

## OFFICES CLOSED FOR THANKSGIVING

- 11/28-11/29

## CABERNET SLEIGH PICK UP

- 12/13

## OFFICES CLOSED FOR CHRISTMAS

- 12/25

## CEO MASTERY WORKSHOP NEW DATE

- 1/29/25 @ Armature Works

# ROADMAP

OF THINGS HAPPENING &  
COMING DOWN THE PIPELINE FOR YOU!

## COMMERCIAL

Our new commercial website is launched! We are continuing to work on integrations and improvements for our commercial division agents!

- Technology package

## BRANCH WAR

Battle it out in your branch with a monthly contest to encourage productivity and foster some friendly competition.

- October: Open House Contest
- December: Social Media Contest

## SELLER'S GUIDES

Our Seller's Guides are in the final proofing stages and will be sent to the printer by the end of October 2024.

## PROPERTY MANAGEMENT

We are working on integrations and improvements for our Property Management agents!

- Website
- Marketing
- Systems & Protocols

## PROPERTY MANAGEMENT

We are going to revamp our current buyer presentation to align with our new workflows for Buyer's Agents and for Listing Agents per the settlement.

## PREFERRED PARTNERS INSURANCE

We are launching an insurance arm to our service offering! Now you'll have a direct contact to offer your customers for any of their insurance needs.

## LUXURY

Enhancing our resources for marketing luxury properties with a streamlined process and improved access to vital information. We're going to elevate what we already have, and then some!

## 300 DOORS IN 90 DAYS: The Open House Challenge

This is a prime opportunity for agents to boost their visibility and generate leads over 90 days. By hosting open houses, agents can connect with potential buyers and sellers while sharpening their sales skills; ultimately boosting their sales pipeline.

## MAKE AN OFFER WEEKEND

**December 13-15** | It's time for an open house weekend exclusively for homes that have been on the market for over 30 days and have bravely slashed their prices by at least 5%.