

If you would like to take advantage of our complimentary Hi Tech/ High Touch Assessment for your real estate practice, go to: www.TheRealEstateWebCoach.com and download your assessment questionnaire or call us Toll Free at 1-877 EZ WEB COACH (1-877-399-3226) email: Erich@TheRealEstateWebCoach.com

Reporter's Questions

Topic #1 - Who are you? (to determine your brand or flavor)

a. What is unique about you & your style of real estate services?

b. What collection of skills, abilities, education and experience have you gained that qualify you to serve passionately?

c. List 10 talents, abilities or gifts others have noticed in you?

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Topic # 2 Why do you do it? (your passion, determination)

a. Why did you choose real estate/lending as a career, profession or vehicle?

b. Do have a passion outside of your profession that can be realized by being successful in real estate/lending?

c. Do you have mental and visual images of you doing or realizing your passion with you always?

Topic # 3 With whom do you do it? (your ideal clients, prospects & markets)

a. Who are the most enjoyable, profitable & welcome clients, prospects & markets you feel qualified to serve?

clients _____

prospects _____

markets _____

b. List your 5 most profitable, enjoyable client experiences?

1. _____

2. _____

3. _____

4. _____

5. _____

Topic # 4 What do you do? (your services- listing, buying, investing or managing real estate/lending)

a. What products and services are on your store shelf?

b. What products and services do you refer out?

Topic # 5 How do you do it? (your goals, systems, product and service fulfillment & marketing)

a. What are your:

daily _____

weekly _____

monthly _____

quarterly _____

annual _____

success targets do you have your venture?

b. What systems, tools and staff do you need to help you reach those targets?

systems _____

tools (software, hardware,
programs _____

staff _____

Topic # 6 Who is in your network? (your best fans, advocates, past/ current clients & referral partners)

List them until you run out!

Your best fans/advocates!

Past Clients

Referral partners

By answering these questions you can build a business success plan for yourself.

The Real Estate Web Coach.com