



CAREER OPPORTUNITIES WITH  
**TEAM DRIVEN REAL ESTATE**



**PROVIDE AN EXCEPTIONAL REAL ESTATE EXPERIENCE.**

**DELIVER OUR PROMISE AND CREATE A LIFETIME PARTNERSHIP TO SERVICE YOU AND YOUR REFERRALS.**

Founded in 2007, Team Driven Real Estate also know as TDRE, began as The Snyder Group with a mission to help families with all their real estate dreams. As the team and vision grew, the Snyder Group shifted their vision & developed Team Driven Real Estate to encompass more than the Las Vegas Valley.

In 2016, the Preheim Group partnered with The Snyder Group at Keller Williams Realty furthering the team’s vision and establishing an even greater presence in the Henderson area.

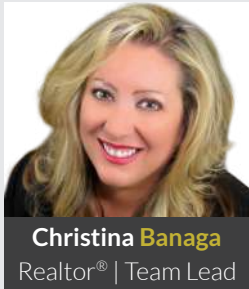
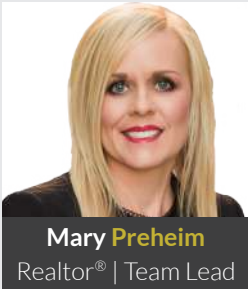
In 2017, with the addition of the Banaga Group, TDRE expanded to Southern California.

In 2019, the TDRE family grew yet again, this time expanding into the Phoenix Metro area with the addition of The Barker Team.

Team Driven Real Estate has a record of successfully guiding and educating clients to achieve their real estate goals whether buying, selling or investing. Together, the Snyder Group, Preheim Group, Banaga Group, and The Barker Team has helped over 3,100 families achieve their real estate goals.

We are guided by our organizational promise to create an extraordinary real estate experience that is second to none for all of our clients. We earn our clients trust and referrals whether today or the years to come.

If this sounds like the team you feel you could contribute to, we look forward to talking in more detail!



**TEAM DRIVEN REAL ESTATE CORE VALUES**

**OUR CLIENT VALUES**

-  **CLIENTS FIRST**  
Everything we do, we do for our clients.
-  **CONSTANT INNOVATION**  
We respond to market changes with speed and agility, our constant developments keep us one step ahead of our competition.
-  **TRANSPARENT COMMUNICATION**  
Every member of our team communicates and works with integrity, honesty, and transparency.
-  **PASSION FOR EXCELLENCE**  
We hold ourselves to a higher standard, so that excellence is what our clients expect.
-  **KNOWLEDGE AND EXPERTISE**  
We have the best knowledge of real estate and the market compared to anyone in the industry.

**OUR TEAM VALUES**

-  **TDRE IS A FAMILY**  
We support every member of our team to achieve their personal and professional goals.
-  **FUN AND CELEBRATION**  
We make it a priority to celebrate all of our team’s milestones and achievements.
-  **RESPECT**  
We respect the differences of culture, opinion and performance within our team.
-  **EMPOWERING LEADERSHIP**  
We grow leaders within TDRE by cultivating an environment of creative flexibility and trust, and providing opportunities to grow.
-  **EMBRACING GROWTH**  
Constant improvement is a priority, regular in-house training helps our team develop their business and like skills.

**TABLE OF CONTENTS**

About The Team Driven Real Estate ..... 2

Other Models VS Team Driven Real Estate Model ..... 3

The Value Of Working With Team Driven Real Estate ..... 5

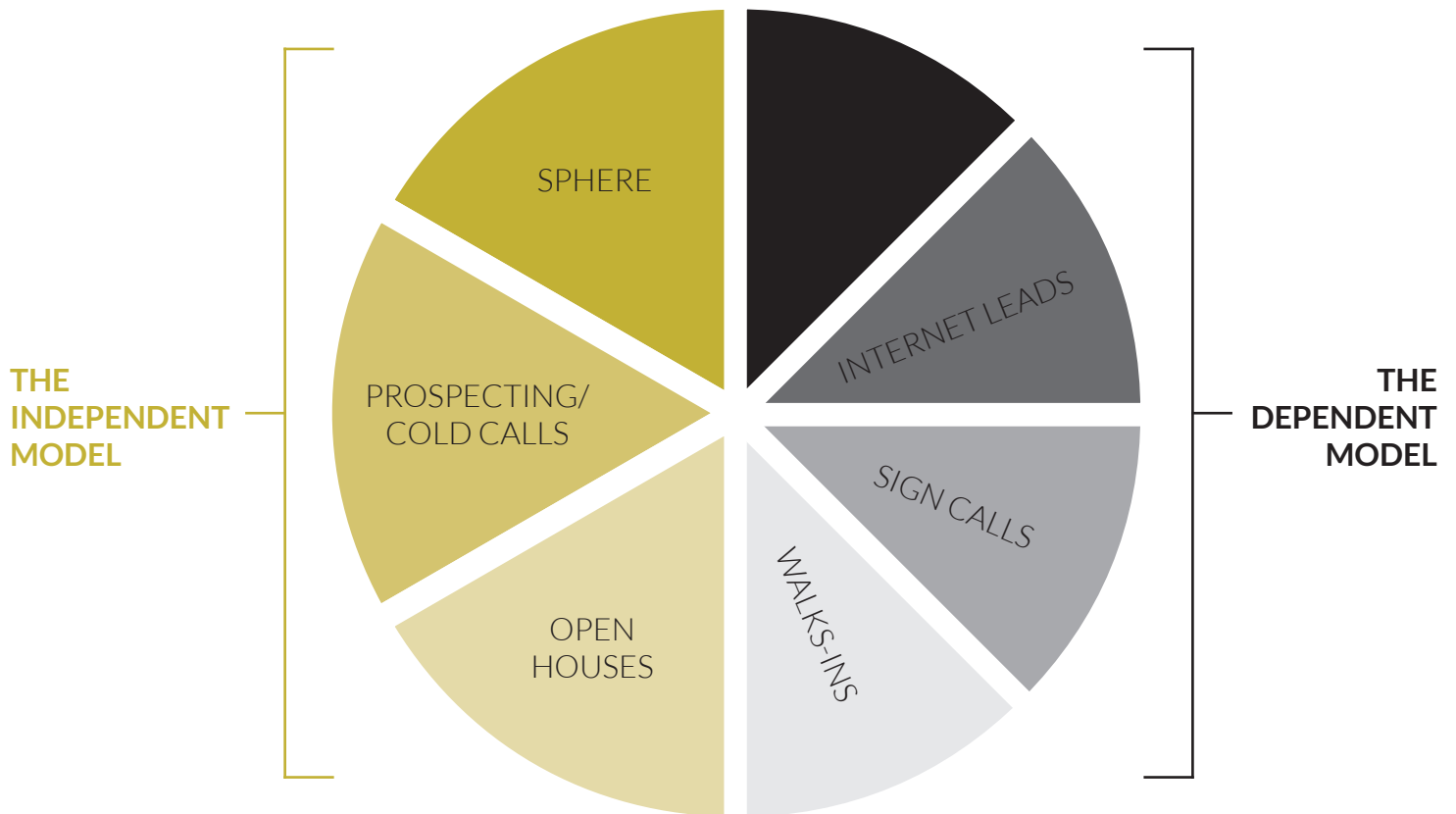
A Typical Day As A Team Driven Real Estate Agent ..... 9

A Sneak Peek Inside What We Do ..... 10

About Keller Williams Realty ..... 12



## OTHER MODELS VS TEAM DRIVEN REAL ESTATE SALES MODEL



### THE INDEPENDENT MODEL

This type of model is 100% focused on your efforts and resources.

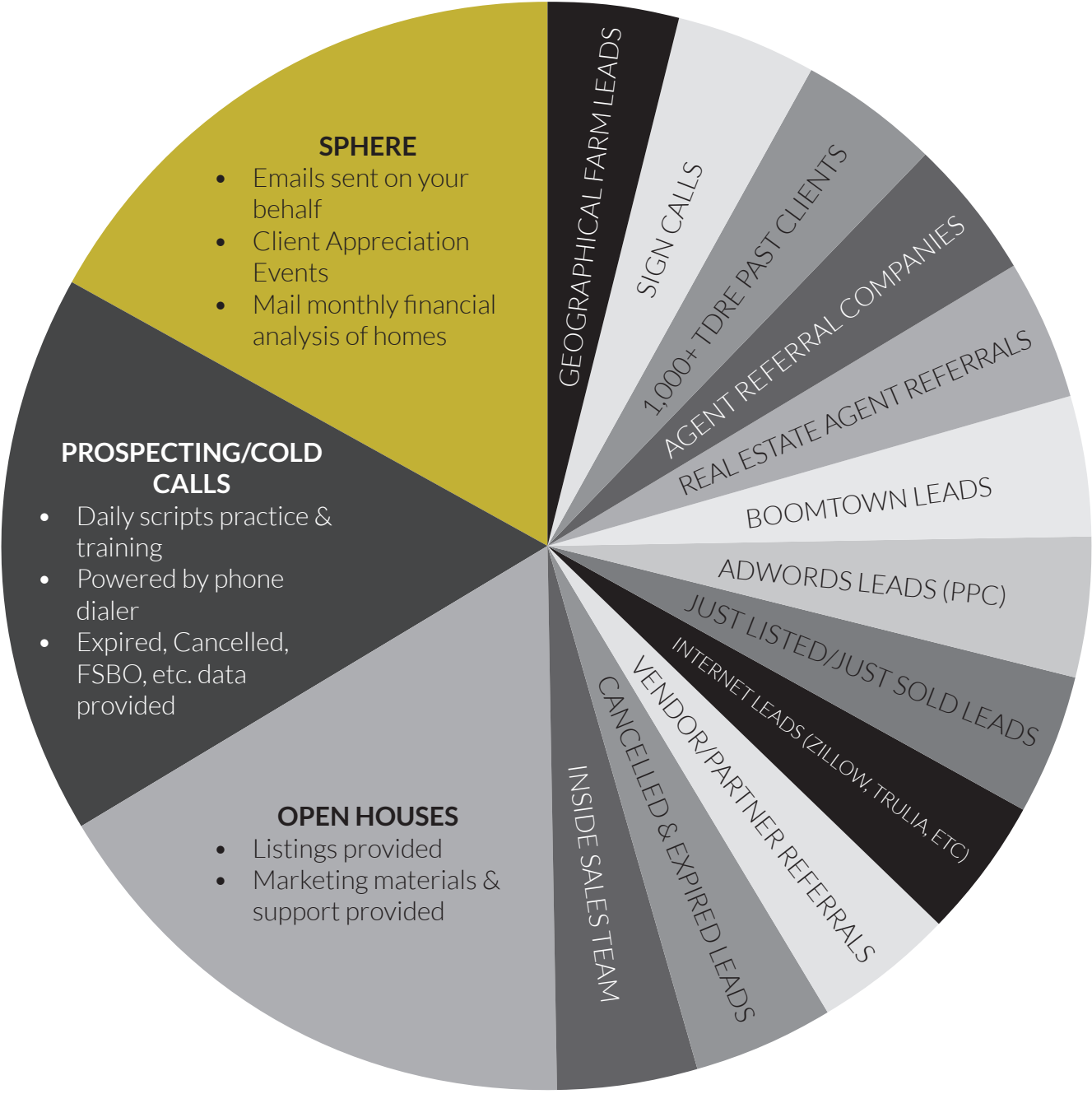
### THE DEPENDENT MODEL

This type of model is contingent on someone else creating business for you.



# TEAM DRIVEN REAL ESTATE MODEL

Our model is built on an inter-dependent relationship where we achieve better results as a team than we ever could as individuals.





## THE VALUE OF WORKING WITH **TEAM DRIVEN REAL ESTATE**

TEAM BENEFIT	ANNUAL VALUE
Special KW Caps & Splits	\$9,000
Transaction Coordinator	\$9,000
Listing Coordinator	\$12,000
Weekly Coaching	\$12,000
Commitment to Excellence (CTE)	\$360
BoomTown CRM	\$14,000
Personalized Website	\$2,400
BoomTown PPC	\$1,200
Facebook & Instagram Ads	\$3,600
MOJO Dialer/Vulcan 7 Data	\$6,600
Runner Support	\$1,200
Keeping Current Matters Membership	\$240
Open House Support: Signs, Flyers, Administrative	\$7,200



## THE VALUE OF WORKING WITH **TEAM DRIVEN REAL ESTATE**

TEAM BENEFIT	ANNUAL VALUE
Direct Mail: Recently Sold, Just Listed, Social Proof Postcards	\$3,000
Ring Central Phone System	\$2,640
Printer: Toner, Paper, Service	\$2,400
Business Cards	\$500
Client Appreciation Events	\$8,000
Training Courses	\$3,400
Internal Sales Agents	\$12,000
Top Producer	\$4,200
Mass Voicemail/Text Technology	\$6,000
Marketing Team	\$12,000
Brivity	\$3,000



## THE VALUE OF WORKING WITH **TEAM DRIVEN REAL ESTATE**

TEAM BENEFIT	ANNUAL VALUE
Cinematic Video for Luxury Listings (3 per year)	\$5,000
Professional Photography	\$18,000
Sign Install	\$650
Lockboxes	\$640
MailChimp	\$500
Google Business Suite (email, IT support, etc.)	\$1,200
Audible	\$360
Stratics	\$1,000
What The Team Driven Real Estate provide each Sales Agent	\$131,390



## THE VALUE OF WORKING WITH **TEAM DRIVEN REAL ESTATE**

THE INTANGIBLES	VALUE
Scripts & Daily Script Practice	INVALUABLE
Marketing Coordination	INVALUABLE
Presentation Materials	INVALUABLE
No Administrative Expense	INVALUABLE
No Marketing Expense	INVALUABLE
Reputation & Strength of a Successful Team	INVALUABLE
Support & Encouragement	INVALUABLE
Accountability	INVALUABLE
Systems & Proven Models	INVALUABLE
Branded App	INVALUABLE
High Income Potential	INVALUABLE
Flyers, Bulletins, Sellers' Guides, Buyers' Guides	INVALUABLE

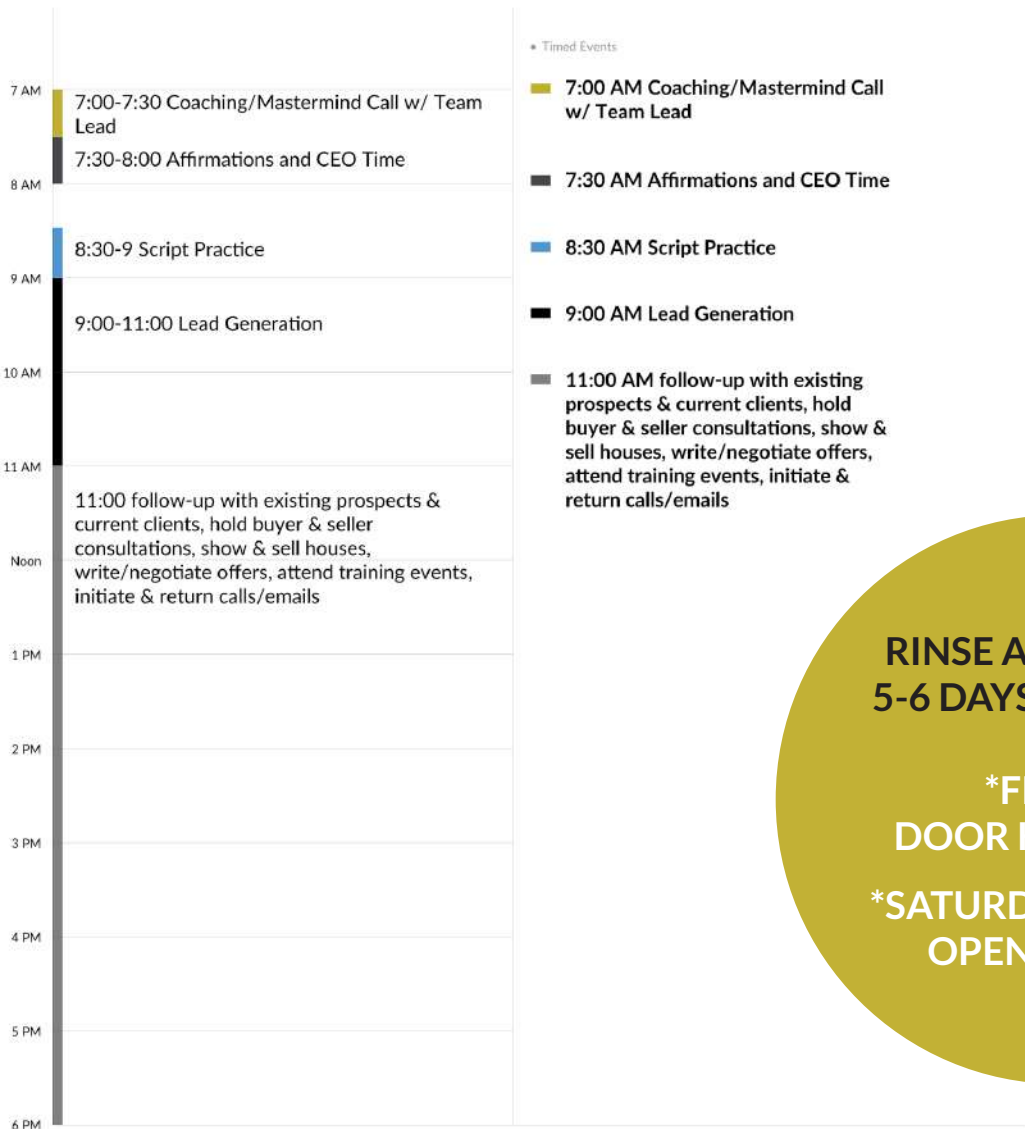




# A TYPICAL DAY AS A **TEAM DRIVEN REAL ESTATE AGENT**

## Tuesday, December 1

December 2015							January 2016						
S	M	T	W	T	F	S	S	M	T	W	T	F	S
		1	2	3	4	5					1	2	
6	7	8	9	10	11	12	3	4	5	6	7	8	9
13	14	15	16	17	18	19	10	11	12	13	14	15	16
20	21	22	23	24	25	26	17	18	19	20	21	22	23
27	28	29	30	31			24	25	26	27	28	29	30
							31						



**RINSE AND REPEAT  
5-6 DAYS PER WEEK!**

**\*FRIDAY  
DOOR KNOCKING**

**\*SATURDAY/SUNDAY  
OPEN HOUSES**



A SNEAK PEEK INSIDE SOME OF WHAT WE DO...

**SUPPORT AND ENCOURAGEMENT TO ENSURE YOUR  
SUCCESS EVERY STEP OF THE WAY!**





## TEAM LEADER

- ✓ 1-on-1 coaching
- ✓ Business growth
- ✓ Recruiting
- ✓ Retention

## LEAD LIST AGENT

- ✓ Masterminds with team re: listing conversion
- ✓ Coaching & leadership
- ✓ Recruiting

## LISTING TRANSACTION COORDINATOR

- ✓ Listing packages
- ✓ Pre-marketing of all listings
- ✓ Assists listing manager with all tasks

## OFFICE MANAGER

- ✓ Tech issues
- ✓ Contract questions
- ✓ Execution of systems

## INSIDE SALES AGENT

- ✓ Nurture buyer leads 6+ Months out
- ✓ Circle prospect “just hold”, “just listed” and open house leads
- ✓ Intake buyer leads and assign to agents

## MARKETING ASSISTANT

- ✓ CMA's to past clients, current clients, and prospects

## WEB DEVELOPER, GRAPHIC ARTIST, VIDEOGRAPHER

- ✓ Marketing support team

## BUSINESS DEVELOPMENT DIRECTOR

- ✓ Accountability
- ✓ Recruiting
- ✓ Skill enhancement

## LISTING MANAGER

- ✓ Inputs listings
- ✓ Feedback on showings
- ✓ Schedule showings

## BUYER TRANSACTION COORDINATOR

- ✓ File management
- ✓ Weekly client communication
- ✓ Executive assistant to all agents

## OUTSIDE SALES AGENT

- ✓ Circle prospect, expired listings & FSBOs
- ✓ Answer all inbound calls

## MARKETING DIRECTOR

- ✓ Creates content and layout for conversion pieces
- ✓ Manages social media platforms
- ✓ Event planning
- ✓ Manages graphic artist, web developer, & videographer



**Keller Williams Realty, Inc.**

is the largest real estate franchise company in the world with over 700 offices and 130,000 associates. Founded by Gary Keller and Joe Williams with the mission to build careers worth having, businesses worth owning and lives worth living® for its agents.

At the core of Keller Williams® is a formal believe system called the W14C2TS® that guides how we treat each other and how we do business.

Because each Keller Williams® Market Center has grown within its respective community, Keller Williams® real estate agents have intimate knowledge of each community's character, mood and growth potential.

Due to the fact the majority of Keller Williams® Associates live in the communities and neighborhoods they serve, they are eager and capable of tackling unique challenges that families encounter when selecting new homes.



W 14C2TS®

**Win-Win**

or no deal

**Integrity**

do the right thing

**Customers**

always come first

**Commitment**

in all things

**Communication**

seek first to understand

**Creativity**

ideas before results

**Teamwork**

together everyone achieves more

**Trust**

starts with honesty

**Success**

results through people



**DO YOU WANT TO MAKE \$100,000 IN THE FIRST 12 MONTHS OF JOINING THE TEAM? BE COACHABLE AND ACCOUNTABLE!**

**THE STRATEGIC PLAN OF A HIGH PERFORMANCE SALES SPECIALIST:** \_\_\_\_\_

1. Clear written goals reviewed daily and accountability around with Coach/Team Leader.
2. Use of 4-1-1 weekly (goal tracking for all important things in your life).
3. Time Blocking to do the top 20% of the top key items to success.
4. Weekly Coaching session with your lead.
5. Tracking and reporting of all key productivity numbers. - CTE System
6. Continued enhancement of skills for prospecting, follow-up, and presenting.
7. Execution of existing systems for “pipeline management”.
8. Master TEAM presentations to communicate your value proposition & how WE work.
9. Importance of a Buyer Brokerage Agreement.

**THE KEY ACTIVITIES OF A HIGH PERFORMANCE SALES SPECIALIST:** \_\_\_\_\_

1. Execute 10 hours of lead generation (9 AM - 11 AM, M-F) and 10 hours lead follow-up per week. Script practice from 8:30 AM - 9 AM, 5 days a week with Team Lead, Hub Agent, or Expansion Team Agent.
2. Have a minimum of 50 contacts per week resulting in 3 to 5 appointments per week.
3. Sell a minimum of 3 homes per month.
4. Recap the market daily - create dialogue for hot deals, new listings, and price reductions.
5. Strategically preview homes to support team listings, open houses, & buyer/seller conversions.
6. Hold a minimum of 6 open houses per month.
7. Call a minimum of 5 past clients/sphere per week to deepen relationships and enhance referrals.
8. Follow the response rule for all lead generation, open house, sign calls, Internet inquiries, and other leads. - Speed to lead & 10 touches to EVERY new lead.
9. Execute lead follow up at level 10 - hustle factor, tenacity, persistence, and massive value.
10. Ensuring that BoomTown is followed with great detail.
11. Execute highly effective appointments with the outcome to sign contract.
12. Convert “A” buyers/sellers within 30 days of initial intake & get in front of prospects quickly.
13. Enhance skills for prospecting, presenting, and objection handling 2 to 4 hours a week.
14. Committed to a refined weekly “success schedule”.
15. Prepare 4-1-1 and report 4-1-1 to Team Lead no later than Monday at 8 AM.



# TEAM DRIVEN REAL ESTATE

Is seeking long-term relationships with **TALENT**. Are you a candidate for our fast-paced, technology-driven real estate company?

If you have what it takes to join the Team Driven Real Estate, email [info@teamdrivenrealestate.com](mailto:info@teamdrivenrealestate.com)



NON-TALENT	TALENT
Has to be pushed to want answers.	Pushes for solutions
Does not hold themselves accountable to helping the team achieve goals.	Shares the team's goals as a natural by-product of desiring to fulfill their own.
Doesn't know what they want and isn't searching for it.	Knows what they want or is actively searching for it.
Requires you to push them.	Pushes the team constantly.
May not know where the existing bar is set.	Is continually raising the bar and wants to be associated with talents.
Talks about anything and when they try to emulate the talk of talent, it is just rhetoric.	Focuses their talk on the language of challenge and achievement.