



Systems, Tools and Processes Top Agents Use To be Successful in 2010:

Randy Eagar Interviews Bob Corcoran



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Ensure your Success!

Start treating your business like a business...



Success Is On Purpose

Don't you wish making your business profitable was as easy as taking a "Happy Pill?"



Review 2009 by asking these questions

Did you meet your goals?

Where did your leads come from?

Where did your sales come from?

How would you describe your situation now?



Analyze Your Operations

Are you efficient?

How do you handle leads now and how can you improve that?

Does your daily schedule yield a smooth running office?

Do you have systems that make operations run efficiently?



Importance of having a Real Estate based Database

Keep track of all of your clients information

Launch Plans on Listings, Buyers, and contacts

It's your only Saleable asset when you retire - Take care of it!

I recommend Top Producer
www.TopProducer.com

Examine your Sales and marketing efforts

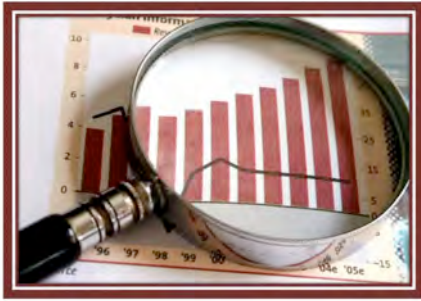
Ask yourselves these questions

What marketing channels worked best?

How can you adjust the failures and turn them into success?

How can you make your successes even better?

Examine your sales and Marketing efforts



The internet is your friend!

Do you have a website? If the answer is no,
Get one!

Have you recharged it with the latest tools?

The best site tools engage the visitor
quickly and let you respond with in 15
minutes.

Check your e-mail at least 3 times a
day!



Social Networking

Facebook, Myspace, Twitter, Active Rain and
many others are a must

Reach potential clients and keep in touch with
current clients

“Internet: Absolute Communication,
Absolute Isolation” Paul Carvel



Take the first step to success



*"Your whole life changes the day you make a commitment."
...Bob Corcoran*

Questions?



Want More Information?

Corcoran Consulting & Coaching
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1-800-957-8353

Info@CorcoranCoaching.com

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