

# Real Estate

*Sales & Management Training*

## **BUSINESS PLANNING AND MANAGEMENT**

To be successful in sales management you need to plan! Without a plan you will only end up in chaos with the sales people telling you how to run the team and you not being in control of your success.

To be a leader you need to have direction and rules and to have this you need to have a plan. Planning creates systems and in turn reduces headaches and enables you to fine tune and not work reactively to the whims of the sales people it also allows you to work with your team in a partnership not in a dictatorship. You don't want five hundred-pound gorillas running your team and there will always be one who slows everyone down if you don't have direction for the team and have the goals clearly understood.

Business plans do not have to be long winded in fact they can be as short as one piece of paper but they will create focus and projects to help develop your people and as time progresses things will flow the way you want. There is always the unknown but if you are in control you can deal with the unknown more effectively and calmly.

Create clear measure points because what is measured gets done and you will discover how important it is as your teams grow in production. Teams are about working together and to do this you all need to understand what the team is trying to achieve. We will introduce you to simple, easy ways to better manage your sales people and achieve the results you are all looking for. Naturally you need the right people and we will help you with what to look for also.

