

# Real Estate

*Sales & Management Training*

## REVIEWING SYSTEMS AND REPORTING



Understanding what is really happening in your team is so important, remember you are working with sales people and they will tell to you things that are not really happening if you are not careful.

Having great reporting systems that are easy to understand and how to review them with your staff is so important in being able to make the right decision if change is required. Having the right benchmarks and creating constancy within your team is so vital to a successful team.

Having the right guidelines will ensure day to day focus will be maintained, we will look at what you currently have and guide you in the direction you may need to take the next step with your team.