

GLOBAL Vision!

206 Countries!25 Million Agents by best Estimates!

- DREAM/VISION BOARDS- Architect your life!
- WEALTH CHART by Rob Flick
- BrentGoveResources.com
 - Agent Attraction Worksheet







When do you want to be making at Least \$3,000 orin Rev Share?	a month
What would that do for you?	
How many Agents will you Sponsor in the next 90 days?	
Have you "really" invested the time to build a list of Prospe	cts?
Is it over 100+?	

Do you have a set time carved out in your schedule, that you will not "waiver"from, to make these outbound life changing calls? When?

waiver from, to make these outbound life	e changing calls? When?
Day	
Time Window	

Limiting beliefs?

What has or is holding you back?_

What will you read, do, or say to help you overcome this?

Who are you paying for professional Coaching?_____

How many **TOTAL AGENTS** would you like to have in your eXp organization in the next:

6 Months?____

*dream a little!

1 Year?_____

2 Years?_____

3 Years?

5 Years?

Do you have your rooms booked for eXp's Shareholders meeting this June in Orlando?



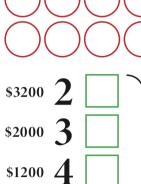
He/She that has the ability to Promote events wins Big at eXp!!!

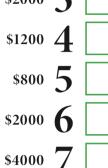
You must learn to Promote with a sense of Urgency coming from Contribution!!!

THIS YEAR IS GOING TO BE "EPIC"!

WEALTH CHART 0002 0003 0004 0005

GOAL 500⁺



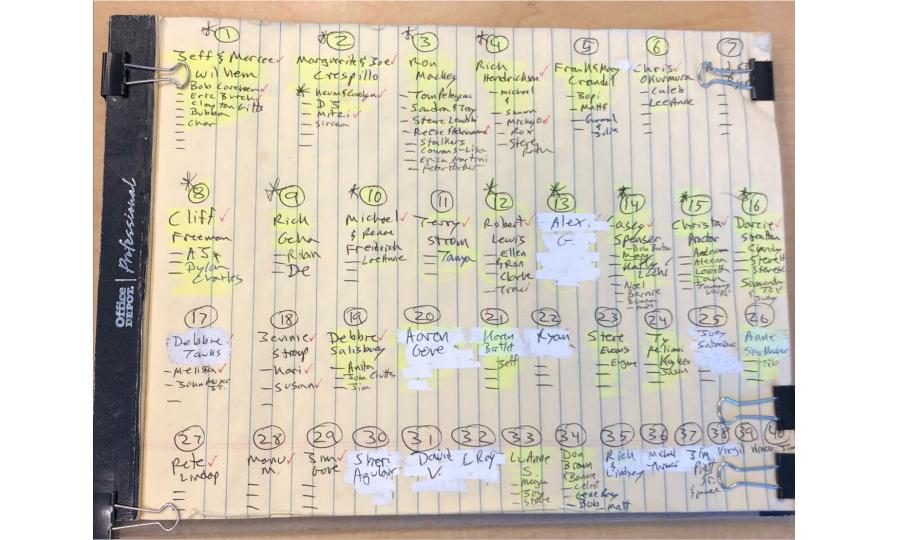


AGENT JASON Lindstron Jessica Garrett Julie Youndbloool Jessie Rodsiwez KVASi Bowie ERIKA PETERSON Derek DelP DUSTIN ShePARD KATRINA BJOKA Lean orangky LISA Trexler MelissA Dominiuez STEVEN DAVIDSON Teresa Anderson Brandy Nelson JASON Tim Huston Rich Brodkin Jennifer Clark 3,200 2 Joun Finniosis Gurdaet SinGH Jennifer Kilpatrick Kevin Rickels \$2,000 3 Thomas Blanchard LindA Jo Brown GOAL KATE HAVKS 1,200 4 Lish Norton 500+ Bryan Knight Leon AlcholeL \$800 5 Justin Capizzi Freloy Aldana icken Amy Anderson BIANCA \$2,0006 relong Diana Geofrion LEGEL MATT ARb- GOST Bobby Toth Cindy LAWrence JASON DAVIS efor Snith 1550 Jesse Zamora Corey GeiB



- Men and Women who have specific WRITTEN goals dictate to others...
- 1St Things 1st! Make a list of NAMES!
- Meet people and don't be WEIRD! NAR etc
- EXP making RE fun Again! Mind Set!
- CARVE OUT TIME... we are all busy.
 - Be intentional!
 - Referral (Google the best Agents!)
- Get Organized!





ı	2016	4 104 147	- 100 147	2/24/47	- /20 /47	- /24 /47	5/20/47	- /24 /47	0/04/47	0/20/47	40/04/47	44 /20 /47	12/24/47		I
			2/28/1/	3/31/1/	4/30/1/	5/31/1/		7/31/17	8/31/1/	9/30/17	10/31/1/	11/30/1/	12/31/17	Total	
Level 1	20	25	30	37	38	38	39	39	42	44	48	48	49		
Level 2	45	63	77	90	95	105	112	123	138	145	149	157	163		
Level 3	19	37	47	60	66	71	82	92	125	143	161	182	201		
Level 4	3	8	13	37	45	54	76	76	106	122	137	180	199		
Level 5	7	11	15	20	24	32	44	55	70	80	98	121	142		
Level 6	1	4	5	10	12	13	20	25	36	43	57	75	90		
Level 7	0	0_	1	2	2	2	4	6	14	20	27	37	45		
Net Agents	95	148	188	256	282	315	377	416	531	597	677	800	886		
gents Added	95	53	40	71	29	38	78	44	120	73	87	134	118	886	
Attrition	11	3	2	3	3	5	16	5	5	7	10	16	12	95	
	\$1,900	\$5,034	\$9,529	\$9,299	\$27,467	\$25,676	\$26,428	\$34,008	\$23,862	\$34,342	\$25,538	\$31,833	\$33,486	\$286,502	
	2016	2017	1/31/18	2/28/18	3/31/18	4/30/18	5/31/18	6/30/18	7/31/18	8/31/18	9/31/18	10/31/18	11/31/18	12/31/18	Tota
Level 1	20	27	47	48	48	49	50	51	52						
Level 2	45	118	170	179	185	193	207	218	235						
Level 3	19	181	238	250	273	299	331	374	420						
Level 4	3	196	258	308	364	409	464	519	576						
Level 5	7	135	217	256	335	395	478	536	592						
Level 6	1	89	125	162	226	301	401	465	553						
Level 7	0	45	91	123	178	225	280	336	389						
Net Agents	95	791	1,146	1,326	1,609	1,871	2,211	2,499	2,817	3,080					
Agents Added	95	53	260	180	283	262	340	288	318						
	- 4.4	88	15	25	32	4	4	10	2						
Attrition	11	00	13												

- SCRIPT... Short Brilliant Opinion...... Be excited!
- Step 1 Webinar Step 2 Sponsor Step 3 Upline Step 4 then
- L & L, be Creative!!! Have them chat with a Friend!
- ENTHUSIASM!!
- ONE TEAM/ONE DREAM
 - The Golden Rule
 - DO the RIGHT thing! ASK QUESTIONS!!!
- Sponsor FIVE!! Then 10 ASAP! then onto 15-20-25. The goal is 40! Focus! ***Nancy Farber**
- Sponsoring is only 50%FOLLOW up and FOLLOW through!



- DO NOT Mass Email or Mass Cold Call
- DO meet people
 -collect info...Have fun
 -HELP them! Prospect them later
- Attend and support a weekly Lunch and Learn (or start one!) You can press PLAY!
- Important!! Room Dynamics
- Vocabulary Business Partners and Organization
 Introduce them to Your Coach/Mentor
- Utilize your Upline -7 Levels -Homework
- -ZOOM/3-way/text thread SET UP PROPERLY! Vital



- Room Lifter/Life Enhancer vs Well Poisoners
- SELL MORE REAL ESTATE
 - -Boundaries
 - -100k a month in REV SHARE before I stopped selling Real Estate
- Sponsor Couples/Business Partners Properly

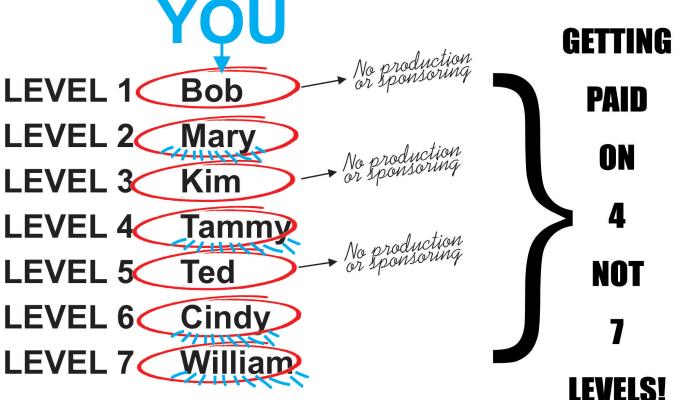


Buffers

- What are they?

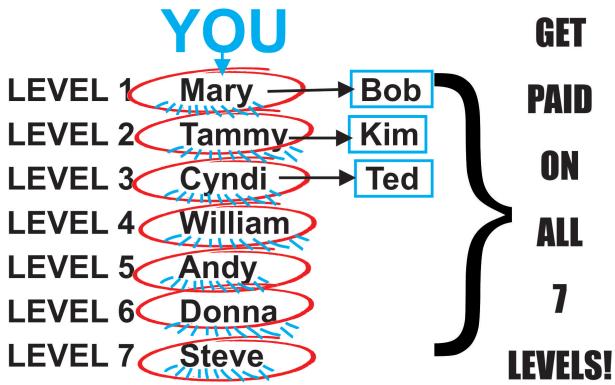


BIG MISTAKES in sponsoring!





PROPER WAY TO SPONSOR





Big Picture

90 min training video Movie Night Make it fun!

2 different videos See it 2-3 times in 24 hours



- Save your ENERGY for where you want to go!
- Massive Action....Creates Massive Results!!
- Give people Home Work Assignments! **Beta Tests!!!!**
- 11:30am PST/2:30pm EST Monday Mornings Only if you are serous! Attend our North American Leadership Series! (In the Red Hall...In eXp World.)



PROMOTE EVENTS!

2020 Freedom Mexico Feb 4-9

eXp Shareholders April 20-22

May 14-16 Scottsdale Leadership Mastermind (Must have 15+ personally sponsored)

August 26th-28th Leadership Event Dallas, TX (Everyone Invited!!)

- Design a Training and "Social" Calendar eXp....Making Real Estate FUN again!





JANUARY FEBRUARY Jan 16th - Dave Conord - President of eXp Realty, Sacramento

Feb 4th-9th - Mexico 2020

Feb 21st-23rd - Grant Cardone, Las Vegas

MARCH

March 8th-14th - East Coast Swing Sunday - Baltimore Monday - Baltimore Tuesday - Richmond

Tuesday - Richmond Wednesday - Charlotte Thursday - Orlando Friday - Detroit/Canton Sat - Dallas Sunday - fly Home

March 19th - Real Estate Training Event, Granite Bay

March 22th-April 2nd - Fiji - Tony Robbins

APRIL

April 9th - Stacey Onnen - President of eXp Realty, Sacramento

April 20th-22nd - eXp Shareholders Event Orlando Florida

- Tony Robbins, John Maxwell, Grant Cordone ...etc.
- Excuses, Rationalizations and Limitations
- Question? 40 Agents or 40 Listings??-What's more Rare?

Launching New Agents at point of Application! Onboarding@BrentGove.com / 916-572-2221

- Secret Weapon: Pray/Meditate
 - Some people thank their lucky stars!



- Is there Fire In Your Veins?
- Do something ever day that SCARES YOU!!
- Stormy Weather- ie Polar Vortex coming for you! *It's not the force of the gale, but.....

Where are you going??









2020 Leadership Event (everyone is invited!)

Work on your business with thousands of eXp Superstars

Work on your if the with the world's best coach.



scan to see the video register!

Gaylord Texan Resort & Convention Center 1501 Gaylord Trail, Grapevine, TX 76051

You can also: Visit 2020LeadershipEvent.com or text Dallas to 474747



