

REAL ESTATE TEAM MANUAL

The Handbook Your New Agents Need

Team Member Standards

1. Consistently provide the highest service with others in our work with clients, other agents, other Team Members, the Broker/owner, and within the community.
2. Use discretion over what is shared. Nothing can be shared or shared up.
3. Preserve the positive in thought and words.
4. Consistently attend our shared meeting of expression.
5. Be on time, please, and respect the time.
6. Take personal responsibility for yourself, your clients, and the team goals. The success of the team depends on individual actions. All commitments are expectations.
7. Support the confidentiality of our business and our customers. **Nothing** from the team.
8. We are a learning team. The team that we are consistently striving to become: versatile, personally and professionally through all means and resources, growth and learning.
9. Represent professional standards regardless of time. When guests come, show professional appearance. (This practice is to be used only as a guideline, going to be meeting with a client. See Team Code page for further details.)
10. The appearance is that each agent is in the office looking ready, friendly, welcoming, and happy. Live in a professional and well-dressed manner.

20 PAGE
TEAM
MEMBER
HANDBOOK

Dress Code

Communication

INCLUDES:

- Plug and play template to get your new agents onboarded quickly
- Proven protocols for Vacations and Open Houses
- Team Member Standards, Dress Code, Communication, Scripts, Email Templates and more!

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