TEAMS: STRATEGIES TO SUCCEED BY AVOIDING RISK

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Director of Field Strategies

Coldwell Banker Residential Brokerage

WHO ARE YOU?

- Mission Statement
- Vision Statement
- Values Statement



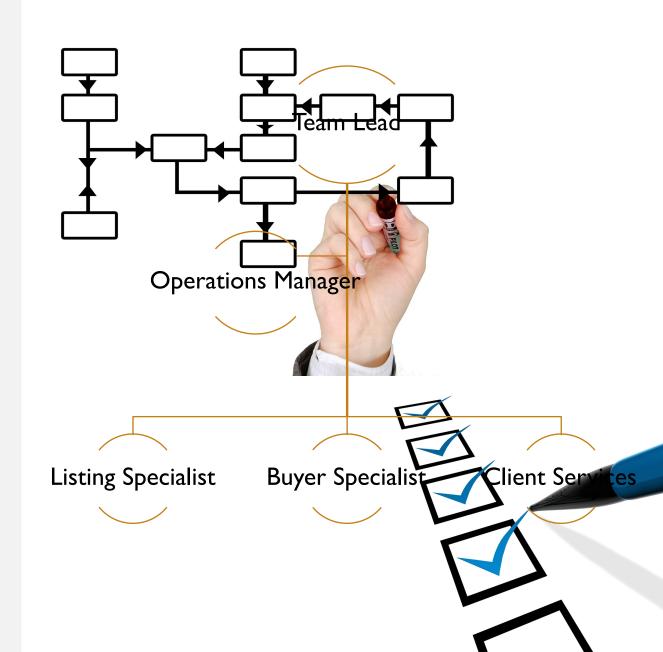
WHAT ARE YOU DOING?

- Creating a Business Plan
- Setting Goals



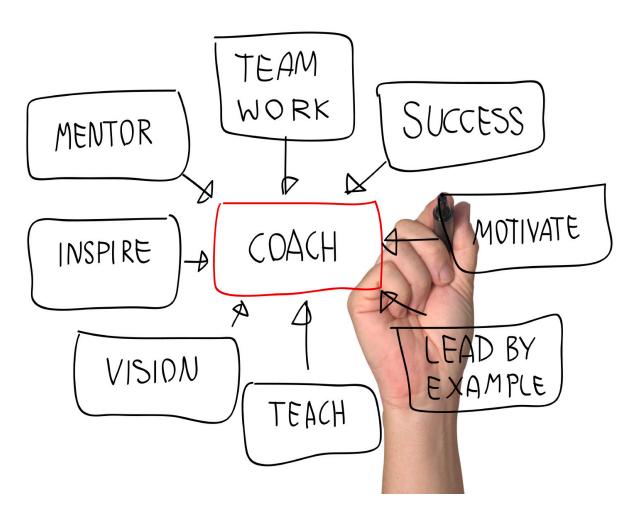
WHO IS DOING WHAT?

- Roles & Responsibilities
 - Org Chart & Job Descriptions
 - Accountability
- Processes & Procedures
- Policies



COACHING

- Broker
- Team Leader
- Operations Manager



STANDING OUT

- Marketing
- Advertising
- Branding



STRONGER TOGETHER!

