

## The Hierarchy of Success Your System and Skills



### The 10 Systems and Sub-systems

**Planning**-The core of your business.

**Presentations**-Showing Homes, Buyer, Seller, Price Reduction, Offer Writing, Offer Presentation including Negotiating

**Lead Management**-Generation, Contact, Conversion, Retention

**Marketing**-Markets, Message, Media, Measures, Money (Budget)

**Service**- Checklists, Communication, Consistency

**Technology**-Hardware, Software, Social Networking

**Quality of Life**-Time off without Guilt

**Assistants and Teams**-Locating, Selection, Interviewing, Hiring, Training and Probation, Supervising, Motivating, Compensating, Job Lists/Job Description

**Personal Finances**-Savings and Retirement

**Psychology and Attitude**-The mindset required to be successful with your business plan.