



***Get Your License.
Learn to Use it.***

There is more to real estate than just getting a license; your license guarantees you nothing. It is a tool and, like other tools, it is useless unless you know how to use it.

This is The Real Estate Business Blueprint. It shows the six components of a business, the definition and the goal of each component. It's so unique, it's registered with the U.S. Patent & Trademark Office!

The two TREC-approved courses that teach you how to use this are The Principles of Business and The Principles of Marketing.

Real estate is a business and unless you treat it like a business and run it like a business, you will soon be out of the business. This guide will show you how to build your business, step by step. Our courses and our Business In A Box Coaching Program will show you how to create the systems and automate your business so that it will run without you and do what a business is supposed to do; GIVE YOU YOUR LIFE!

Start with the Marketing Component. Marketing is THE most important skill to have. Marketing is the engine that drives leads into your business. The purpose of Marketing is to elevate, separate, differentiate and distinguish yourself from all your competitors. Dominate your marketplace, position yourself as the obvious choice, and make your competition irrelevant by using the tools in the Marketing Component.

Sales is next. After the lead is generated via marketing, simply find out what is wanted and needed and provide it! Use the tools in the Sales Component to accomplish this.

The next step in the process is the Production Component. This is where you produce what you advertised in the Marketing and Sales Components.

After you have produced what your customers want & need, WOW them in the Customer Service Component with world-class customer service. The goal is to have them become customers for life, returning **and** sending you a constant stream of referrals.

Keep your books using the tools in the Bookkeeping Component and utilize the tools in the Accounting Component to analyze your efforts and maintain financial health and stability of your business.

Email us at info@buildmyrebusiness.com or call us at 512-453-0900 with any questions.

Thank you.

Now, go mind your own business!

Where People Excel,
Businesses Flourish And
Success Becomes Normal

THE REAL ESTATE BUSINESS BLUEPRINT®

Plans for: _____

