

# Benchmark

REALTY, LLC

## Mastermind

February 24, 2015



- **Mandatory for all newly affiliated agents.**
- **Every 1<sup>st</sup> Wednesday,**  
**9:00am, Cool Springs Office**
- **Every 2<sup>nd</sup> Tuesday,**  
**11:30am, Murfreesboro Office**
- **Every 3<sup>rd</sup> Tuesday,**  
**11:30am, Midtown Office**

## **Agent Orientation**

**Fourth Monday of Each Month, 9:30 am**



## **Coffee With The Broker**


- *Detail coverage of Contracts, Listing Agreement, Buyer's Representation Agreement.*
- *Every 1<sup>st</sup> Wednesday*
- *10:30-11:45*
- *Cool Springs Conference Room*
- *Following C.S. Mastermind in March*

## **Broker Forms Review**

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**Our Mortgage Partner**

**Touchstone Title & Escrow LLC**



**SHOW AND SELL**

0:02 / 2:38

	<u>Gross Sales</u>	<u>GCI</u>	<u>Trans</u>
YTD 2014:	\$ 47,524,198	\$ 1,425,924	193
YTD 2015:	\$ 51,094,158	\$ 1,570,100	242
% Increase:	↑ 7.5%	↑ 10.5%	↑ 25.4%

**January YTD Comparisons**

**857**

*...+ 3.6% Change from  
December month end.*

**Today's Listing Count**



***"You're in the Lead  
Generating Business,  
Not the Real Estate Business"***