

# OLMSTEADTEAM

PROFESSIONALISM WITH A PERSONAL TOUCH

## Our Mission

Dedicated to creating an exceptional experience, delivering the highest level of service with integrity and professionalism.

## Who we are

The Olmstead Team is an energetic group of real estate professionals that consider each day a new opportunity to make a positive impact through their commitment to clients and community. Together, we bring over 50+ years of real estate experience serving the Phoenix Metropolitan Area. Since 1999, the Olmstead Team continues to be a leader in the industry and has achieved the ranking of TOP 1% of agents in the Greater Phoenix Area and TOP 1% in Keller Williams Realty International. While we strive to maintain top ranking in the industry the results achieved by our clients through our commitment to exceptional customer care is truly our success.

## Benefits to working with our Team

Our Team shares in each client's success and we work together to achieve this. Our culture is growth based, supportive and committed to excellence.

- Ability to focus on your strengths and join an established organization
- Name and brand recognition in the industry / Excellent Team reputation
- Access to highly qualified leads, inquiries and referrals
- Priority access to Team listings to market through social media and open houses
- Mentorship and Accountability from Top Agents
- Coaching and training for best real estate practices
- Access and use of the Olmstead Team systems
- Vacation coverage and support of Team members
- Team office facilities including workspace, printer/scanner/ etc.
- Team Branded Marketing Materials including:
  - Presentation Tools / Market Update / Signs/ Business cards etc.
- CRM system, content, and scripts for lead conversion
- Enter the industry with a smaller financial investment and reduced KW fees
- Join the #1 Real Estate company worldwide (agent count), that is recognized for its training, technology, innovation, and culture.

# BUYERS AGENT

## Who we are looking for

Team players, who are hardworking, dedicated, relational, dependable and driven for the success of themselves through the success of the team.

- Self-motivated, goal oriented, and accountable
- Teachable, approachable, and able to work with all types of people
- Ability to professionally handle challenges and adverse situations
  - Professional appearance and excellent communication skills
  - Proficient in the use of modern technology and a quick learner
- Commitment to learning and implementing scripts and ongoing KW training

## Expectations and Responsibilities

As a Buyer's Agent on our team, you would be responsible for the representation of clients through the buyer process, from initial meeting to contract negotiation. You will be responsible for providing a high level of fiduciary care to clients with the support of the team. Buyer's Agents need to be knowledgeable in the area we serve, the real estate process, financing guidelines, the market and any other area needed to provide the highest in client care. Buyer's Agents should always be lead generating to bring in new business.

- Close minimum of 3 deals a quarter from agent lead generating.
  - Host minimum of 2 open houses a month
- Create a sphere of 100 complete contacts in first 3 months
  - Lead generate minimum of 1 hour a day
  - Be present and apart of all team meetings
  - Be active and supportive in all team events

## Qualifications:

- Licensed Real Estate Agent in Arizona
- Join Keller Williams Realty East Valley
- Join SEVRAR, the MLS, and obtain an E-key
- Provide your own computer and smart phone with data plan
- Provide suitable automobile with additional insurance requirements
- Have a flexible work schedule, including evenings, weekends, and holidays
  - Hired as an independent contractor and is commission based

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