From 1 to 120

Building a Brokerage Business from the Ground Up



Prepared and Presented By: Travis Everette, DREI

Travis R. Everette

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About Travis Everette, DREI

Business strategist and educator, Travis Everette (DREI) is actively involved at almost every conceivable level in the real estate field. Producer of the hugely popular series of YouTube lectures used by more than 150,000 licensees across the country, this award winning speaker provides relatable content with a memorable energy and insightful observations on real life solutions to every day challenges. Get ready for fun, engagement, and learning about actionable strategic tools – all with the intent of helping you get out of your own way of achieving success.

Travis has earned the Real Estate Educators Association DREI (Distinguished Real Estate Instructor) designation and is the current President of the North Carolina Real Estate Educators Association (NCREEA).

As an accomplished Agent and Broker, Travis has learned the tools necessary to build a real estate career from the ground up. In building a residential brokerage from zero affiliated agents up to 120, Travis saw first hand what works and what does not. Travis ensures his sessions will not only increase the energy of individuals and teams, but will provide them with applicable tools and processes to positively impact their professional life.

With a seasoned veteran's instincts, the knowledge of thousands of transactions, a razor quick wit, and a servant's heart, Travis approaches every session as an opportunity to help his attendees develop in the industry he loves so much. Students soon find that they are not only learning, but growing...to be a better version of themselves personally and professionally. It's an interactive and fun experience in professional development all done with a signature sense of humor

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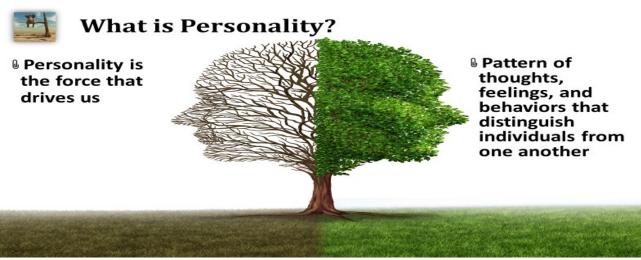
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They want to be heard!

 Recruitment is less about selling yourself or your office and more about listening to the needs of those you might add to your business.



Systemetize Everything

- Recruiting Appointments
- Onboarding Plans
- In Office Training
- Social Events









2017 Tax Cuts and Jobs Act Deductions for Passenger Vehicle Depreciation

- \$10,000 first year
- \$16,000 for 2nd year
- \$9600 for 3rdyear
- \$5760 for 4th year



Notes			

Session Evaluation

Session Title: Beware the Tax Man Cometh Presenter: Travis Everette		Date:					
1.	How did you find out about this program? (Select all	that apply)				
	Calendar handout College Bulletin		E-Mail		Fax		
	Internet Mail	MLS			Newsletter		
	Word of mouth Workplace	Othe	r				
<u>Se</u>	ession Evaluation	Evacllant	Very	Cood	Eoir.	Door	
2.	Session content (worth time and money invested	Excellent 5	4	Good 3	<u>Fair</u> 2	<u>Poor</u> 1	
3.	Contribution to overall career knowledge		4	3	2	1	
4.	Likelihood of actual use of session material		4	3	2	1	
Pr	esenter Evaluation						
5.			4	3	2	1	
6.	Use of visual aids and technology	5	4	3	2	1	
7.	Encouraged student involvement & participation		4	3	2	1	
8.	Handout organization & ease of use		4	3	2	1	
9.	Handling of student questions & feedback	5	4	3	2	1	
10.	0. Overall presentation style		4	3	2	1	
11.	What could be done to improve the session? (Pl	ease use	the ba	ck if you	need m	ore room)	
12.	If you felt the session was worthwhile and benefit	•		e down y	our con	nments for the	
	meeting planner. (Please use the back if you ne	eed more	room).				
	ereby give Travis Everette permission to use i y and all media (i.e., internet, newspaper, radio	•			lvertisii	ng efforts util	
Sig	n Name	 Date	Print N	Name			