

Quarterly Meeting Notes

Welcome new agents since our last quarterly meeting!

Introduce Sponsor, Mason Willoughby with Mattingly Ford Title

Housekeeping Items

- Documents in Skyslope
 - \$149 fee for missing/incomplete documents
 - Started 10/1/23
- Buyer Rep. Agreements
 - Will be a required office form 1/1/24
- Georgetown Office
 - Amy/Dylan will be there weekly, on Tuesdays
 - There is now a Dropbox for checks in Georgetown
- Battery exchange for the Senti Lockboxes
 - Go to Bluegrass Realtors Association to replace
- Recruit a Limitless Agent
 - \$2500 referral bonus.
 - See Jenny to fill out the required form.
 - Ends January 31st
- kvCore Leads Generation
 - Assists in building your pipeline long-term.
 - Open to enrollment each quarter.

Exciting, New Service Coming Soon!

- Getting paid at closing
 - Roll out: Early 2024
 - Class will be held in January to go over guidelines/requirements

Upcoming Events

- **11/29 | kvCORE Series: Smart Campaigns | 10am**
- **12/1 | Mastermind with Brokers | Explaining Your Value | 10am**
- **12/8 | Vision Board Workshop with Andrea & Eli | 10am-12pm**
- **12/13 | Hot Chocolate Bar & Cookies with Santa! | 3:30pm-5:30pm**
- **TBD | New Year Kick off Party / Office Awards | TBD**
- **1/23-25 | Inman Connect Conference | New York 2024**

Update on NAR rulings form Eli Haddad

- Discussing the path forward for the industry
- What does it mean for agents?

Goal Setting & Mentors

- Carol is providing goal setting for all agents
- Carol is also looking for mentors

Continuing Education

Please make sure to complete your Continuing Education before the end of the year!

Don't be a Secret Agent

- The market shift is creating a time to get back to basics, sharpen your skills so you can continue building your business.
- Those that focus on their business daily will stay in the game those that don't/won't

Advantages to coming into the office:

- Keeps you motivated
- Keeps you updated on local and national real estate news
- Connect with agents in your brokerage
- Provides you a workspace away from home

Keep an Active Pipeline

- Do 2-3 things each day to stay in front of your clients, newsletters, monday morning email, pop bys, postcards, go back to the activities that generate leads for you.
- Spend time learning new marketing techniques, hopefully we will have an opportunity soon to provide Canva as our marketing platform.

We are here to provide support in your business! Let us know how we can help. We would love to hold classes or mastermind groups.