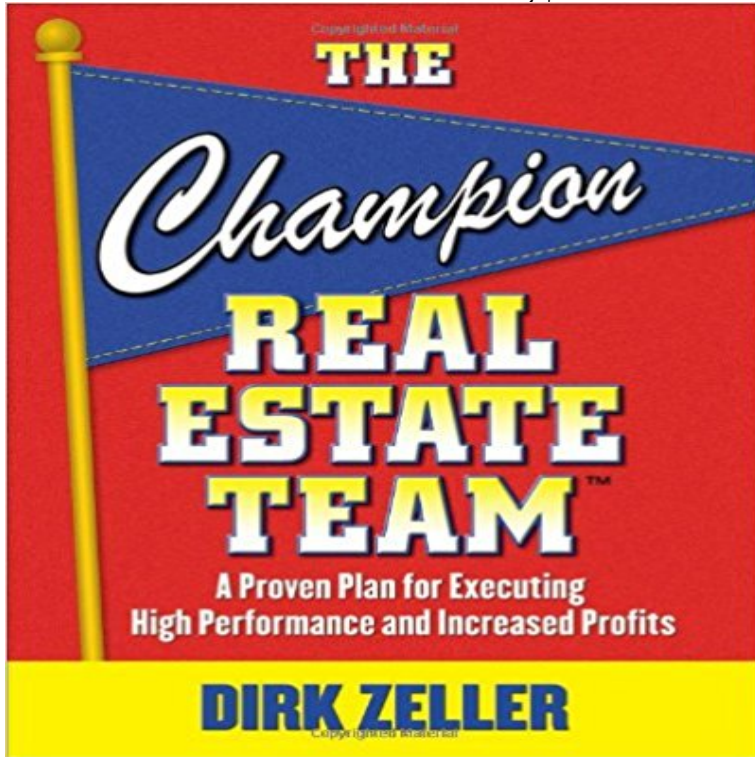


# The Champion Real Estate Team: A Proven Plan for Executing High Performance and Increasing Profits



Get rich in any real estate market - with the right sales team! In The Champion Real Estate Team, renowned real estate agent and coach Dirk Zeller provides the tools and step-by-step blueprint you need to develop a top-notch real estate team-minus the trial and error. You'll learn everything you need to know about the four systems that are vital to your team's success in the four core management areas-Activity, Time, Personnel, and Business. Zeller shows you how to find the right team members, evaluate your situation, and build your business and team around your specific needs. Packed with insider tips and real-world examples from Zeller's 15 years of experience, this comprehensive guide helps you: Determine the ideal team structure and size for you Select, train, position, coach, and manage to get the best performance out of each team member Create a culture of consistent prospecting, learning, and development Work with buyers and listing specialists, field and marketing coordinators, Internet marketing specialists, and more Better manage your business and your time Ensure your success through lead generation

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