

# Full Implementation Program

- **Bob Corcoran Onsite at your office for 4 FULL days!**
- **1-YEAR COACHING PROGRAM**
- **24 one-on-one Coaching calls**
- **Results**
- **Coaching for your current Buyer Agents & Listing Partners INCLUDED!**
- **Systems Training for your Administrative Team**
- **4 Group Calls with Bob Corcoran\*** (\* not during scheduled call time).
- **2 Introduction Calls , 1 Team Call, 22 Training & Initial System Set Up Calls**
- **Includes "Just in Time" Coaching**
- **Proven REVENUE Generating Systems**



The Full Implementation program is designed for the Agent who wants to take their Team from 100, to 200, to 400, to 1000 transactions a year. This program is for the Agent who already has a team of Buyer Agents and/or Listing Partners in place. This program will bring Bob Corcoran onsite to your office, to provide you 4 days of hands on systems implementation and team training. In addition to our onsite visit you will participate in a 24-call program based upon a 12-month, one-on-one, coaching call schedule.

## FULL IMPLEMENTATION PROGRAM:

Administrative & Database Systems  
Lead Generation, IVR Systems  
Tracking Systems  
Buyer Profile System  
Team Building  
Agent Training & Accountability  
Advertising Effectiveness  
Tele-Prospecting Training  
24 call Performance Coaching Program  
Expanding Business Services

*Will you look at these #'s !!! I have experienced a 235% increase in my "Net Income" compared to last YTD. I want to thank each and every one of you for your fabulous ongoing coaching and mentoring of my buyer agents. And for the vision and direction you help me stay focused on! I would recommend your services to ANYONE!*

—Lisa Burridge  
Wyoming

*"When I first hired Bob and his team my buyers agents were only contributing 15% to my total sales volume. Now after Corcoran's hands-on training with the same number of buyers agents, they are contributing 38%! Did I mention that these are brand new agents. Corcoran Consulting's energy and drive creates an environment that propels people to the next level. They are truly a whirlwind, but instead of destruction left in their wake, you are left with a solid foundation for your business that allows for growth. Be prepared to grow if you hire Corcoran Consulting, I highly recommend it."*

—Char & Bev MacCallum,  
Olathe, Kansas



We break the program into two unique parts:

- Part 1: Consultation
- Part 2: Coaching

During **Part 1** of the Full Implementation program, we put on our consulting hats and evaluate your current situation. We analyze each and every system you have in place inside of your business. We then develop a training plan for your team, systems we need to train them on, scripts & dialogues for them to use and help them attain their goals...which we will align with yours. We then come onsite to your office, we spend 4 full days (we don't believe in working more than a 1/2 day...12 hours that is!) providing systems and training to your team.

You decide where it is you want to take your business and then we jointly put together a plan for how to get you there.

**Part 2** of the program focuses on keeping you on track to reaching the goals & systems we implemented in Part 1. We tweak and implement new systems that will allow you to reach your goals. We continually strategize new areas of growth for your business and work with you to develop solutions for those "bumps in the road" that happen as your business grows. In addition to your one-on-one coaching, you will also be provided with complete technical training. Also included with this program are spots in our Agent Ramp Up program for all of your current buyer agents and/or listing partners (a \$1695 value per agent enrolled)\*. The coaching calls are scheduled for every other week. The intention is to give you time to practice and implement what you've learned.

\*Each new Buyer Agent or Listing Partner that you hire as we grow your business, there will be an additional \$199.00 for the Agent Ramp Up Program and all OnBoarding materials. If you have less than 2 Buyer Agents or Listing Partners at this time we will put the first 2 you hire through the Agent Ramp Up Program at no charge.

# “Just in Time” Coaching

In addition to your scheduled calls, we are available to you whenever you need assistance or have a question. E-mail or call us when you need guidance on things that are important to you and your Coach will walk you through the challenge.

## Who will benefit:

1. Any real estate agent who wants to double, triple or quadruple their production
2. Any agent who wants to increase their bottom line
3. Anyone who wants to increase their production - without increasing the hours they work
4. Anyone who desires to have more balance in their life



Start by calling or e-mailing  
**1-800-957-8353**  
**Info@CorcoranCoaching.com**  
or visit our Web site at  
**www.CorcoranCoaching.com**

For more information about our services and to schedule a Business Consulting session, or to join our Tip of the Week mailing list, go to [www.CorcoranCoaching.com](http://www.CorcoranCoaching.com)

*When I think of Corcoran Consulting I think of a coach to bounce ideas off of, a CEO to bring some sense into this crazy business when we can't see the forest through the trees. It is a wonderful ongoing learning experience. We will never be finished with Corcoran because our business is constantly evolving and changing. We will need their coaching expertise as long as we want to stay ahead of the competition.*

— Linda Yaffe, Owings Mills, MD

*Corcoran Consulting & Coaching helped us to set the standard for Real state in Clarksville, TN. We are imitated because of the systems we have in place and the service we provide to our customers. We could not have made it to this level without Corcoran Consulting & Coaching. We think to ourselves 'how did we get so lucky to meet the Corcoran Consulting & Coaching Team that is so willing to do whatever we need to help our business grow?' They truly are servants of their clients.*

— Valerie Hunter-Kelly,  
Clarksville, TN

Corcoran Consulting & Coaching will help you become the best Systems Agent in the industry. We will assist you in realizing your dreams through the implementation of business systems. We will train you to become an effective implementer so that you can help your yourself reach new levels of productivity.

## “Our Systems Are Your Solution”

Visit our Web site or call **800-957-8353**  
**www.CorcoranCoaching.com**

## CONSULTING

- Evaluate Current Situation
- Set Realistic Goals
- Plan Exit/Retirement Strategy
- Establish Tracking Systems
- Build Agent Retention
- Increase Profitability
- Structure ROI/Marketing
- Decrease Staff Turnover
- Increase Your Net

## COACHING

- Stop Bad Habits
- Increase Dollar Productivity
- Stay Focused
- Maintain Accountability
- Recruit the Best
- Track Expenditures
- Track Results
- Develop Leadership Skills
- Be the CEO

