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## THINGS OUR TOP-PRODUCING AGENTS KNOW THAT OTHERS DON'T

### It's time to take charge of your Real Estate career!

We understand how difficult it is to grow your business on your own, and we believe you deserve the proven support and systems that allow you to thrive in your real estate career. As the #1 independent real estate brokerage in Central Texas, it's our mission to remove the burdens and distractions that keep you from doing what you do best.

As part of our team, you'll have access to world-class tools and support so you can elevate your career, outperform your competition, and grow within a talented community of esteemed real estate agents.

**If you're ready to take your career to the next level, schedule a confidential call with our team today!**

At Realty San Antonio, our agents sell **7x more than the average San Antonio REALTOR®**. That's a lot of real estate! So what's their secret? How do they do it? *We'll clue you in...*

#### They Provide Their Clients With Top-Notch Service.

**01.** Of course you have your own goals and hopes and plans, but your focus should always be on your clients — not yourself. Pay attention to the details, prioritize client relationships, and have a white glove customer service approach. After all, your clients are the ones who will ultimately help you get where you want to go.

#### They Hire Support Staff So They Can Focus On Sales.

**02.** As an agent, you have a long to-do list, but if you're trying to do it all yourself, you can't focus all of your time and energy on what matters most: selling real estate. When you hire support staff, you free yourself up for money-producing activities and trust them handle the rest.

#### They Invest In Training To Improve Their Sales Skills & Mindset.

**03.** You should know the market intimately and be able to advise, negotiate, and showcase your expertise by keeping a close pulse on the market. Never become complacent and always look for ways to grow, expand your professional credibility, and hone your skills (and mindset!) so you can stay on top of your game.

#### They Partner With A Broker To Grow Their Business.

**04.** Most agents think they can do it all themselves, and guess what? They're not selling nearly as much real estate as they could be. A broker is your partner. They'll help you take back your time and generate more business by giving you the support you need to thrive in your real estate career.

#### They Realize They Have To Spend Money To Make Money.

**05.** Being a real estate agent means being a business owner, and the return on investment is real. When you focus on your top line potential more than your bottom line expenses, you'll achieve much better results in the long run.