

Free Broker School When to Hire a Manager

<http://riog.biz/fbs-hiremgr>



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When to hire a manager, not SHOULD I hire a manager.

What is the biggest mistake new brokers make?

“Should I hire a manager?”

The real question is usually not IF but when. It is about income preservation and smart business!

Depends on the type of office and your personal production.



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**When to hire
a manager,
not SHOULD
hire a
manager.**

Self manage?

**Boutique office has under 10
agents. Self managed works.**

**Why? Because 80% of a manager's time is spent
on RECRUITING – or should be. If you are not
recruiting, managing an office is an easy part
time job.**



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How do I pay for a manager?

One extra deal is all it takes.

You should not be running an office, you should be closing deals. If you have to spend 160 hours per month being the office manager, you are giving away 150 hours.

You could spend 6-10 hours closing one more deal and pay for that manager for the month.



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When is the best time to hire a manager?

Best time to hire a manager is before you open the office.

Opening an office is filled with tasks, forms, appointments, ordering signs, licenses. If you have a manager doing all of this, you are free to continue getting listings, and they have time to recruit agents for your office to get you making a profit fast!



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**When to hire
a manager,
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It takes time. Plan for it.

**A Good manager is hard to find.
Allow the time.**

**The last thing you need is to quickly hire
someone, then within a couple of weeks of
training them, giving them access only to find
they are not qualified, not a good match, not up to
the expectations you have.**

This is about income preservation.



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**When to hire
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Income preservation.

Get in the black FAST.

Your job is not to run the business.

You are not going to work in the business, but ON the business.

Your job is to grow a company, not to manage and run it.

Your job is to have a company that runs by itself with or without you and brings in income.



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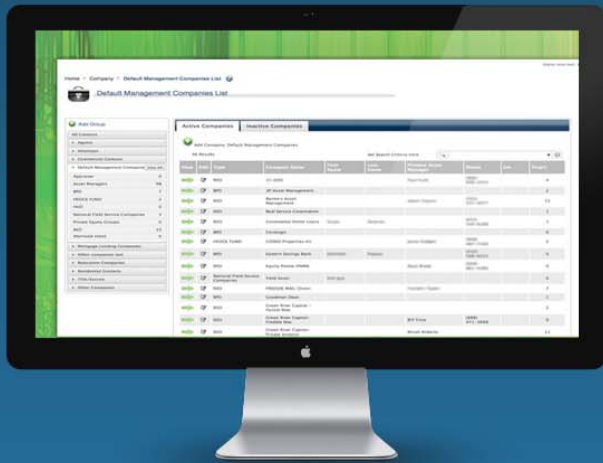


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