

# Harris McHaney Agents...

Receive the most COMPREHENSIVE AGENT SUPPORT

Harris McHaney Realtors has Arkansas' only fully staffed Coaching Program.

Our agent support makes the difference.

## **Harris McHaney offers their agents:**

- ▶ One-on-one coaching, which means you will never sit at your desk and wonder, "What do I do"?
- ▶ 24-hour broker coach. Every hour of the day someone is available to you, because we know the questions don't stop when the weekend starts.
- ▶ An agent services department that does all of your computer input for listings and sales, makes all of your flyers and brochures, types and prints your letters and other correspondence. And of course, at no cost to you!
- ▶ A closing department. Our office managers review your closing folders, note what documents and signatures you need and have them marked and ready for you to take to closing.

## **Our coaches are there to assist in many ways:**

- ▶ **Assisting** agents in creating a written Business Plan that makes sense for the agent.
- ▶ **Teaching** "time blocking" to make the best use of the agent's time, not only for business but, family and fun also.
- ▶ **Encouraging** agents to stay in touch with past clients by utilizing a database in Microsoft Outlook or equivalent software.
- ▶ **Ongoing Training** and market update information given to the agents on a regular basis.
- ▶ **Scheduling** regular one-on-one coaching sessions for accountability to the agent's business plan.
- ▶ **Listening** to the agents' views and opinions, as they are a valued member of the family.

