

## Agent Day 1

☐ Welcome

Intro Video

**Congratulations on taking your first step in getting your time and life back while maintaining a thriving Real Estate business!**

### 1. *Who am I?*

1. A working Florida Broker, who started in 2005 in Punta Gorda, Florida. Active in commercial and residential listing side and Owner at Buckeye Realty in Winter Park, FL. A State Licensed Real Estate Instructor and Owner of Automated Agent Real Estate School.
2. 44 years old, a married father with a six year old, who already showing her wisdom kicked this whole program into gear, but we'll get to that later.
3. BA in Business from Villanova University, MBA in Finance from Ohio State.
4. Lived and worked in eight countries and speak four languages. Just got back from three months in Kyoto, Japan, but still couldn't quite get Japanese!

### 2. *How Can I help you?*

1. For us real estate agents, not everyone quite understands what we have to do to be successful in this business. Every morning when we wake up we are effectively 'unemployed' until we find some business. But what about all of the other tasks outside of finding business? This is where we can help. We have successfully, and sometimes unsuccessfully, outsourced tasks and responsibilities with various providers, companies, and freelancers. We are in a unique position to give you all of the hacks and shortcuts that I wish I had when starting out!
2. We will walk you and your new VA step by step through the process of getting started, what they will do, what you will do, and how your business will look. They will do most of it, but you do have to do a few things!
3. Welcome to your new way of working.

