



**with Carla Cross Coaching**

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**Make a Sale Fast!**

**Develop Confidence with Positive Team Synergy**

**Get Focus, Advice, and Encouragement with Your Dedicated Coach**

**A Small Group Coaching Program  
For the Agent Under 2 Years in the Business**

**[www.carlacrosscoaching.com](http://www.carlacrosscoaching.com)**

# Invest in Yourself for Success!



## How Much are You Willing to Invest in Yourself to Absolutely *Guarantee* You Succeed?

You're excited about selling real estate. You may think that it's a 'slam dunk' to succeed. Many new agents have had the same assumption. However, the sad fact is that 50% of all new agents are **out of the business before the end of their first year** because they couldn't get sales fast enough. (Their money and motivation ran out *before* they could reach their goals!). We've created a very unique program to avoid failure—and assure exceptional success.

**This program has been proven to get new agents **more sales faster!****

*Thank you for your help in getting my career started off on the right foot. I did your "Up and Running" coaching and am in awe at how much it helped prepare me for the real world of real estate. My coach, Jodi Sipes, demanded a lot of work from me, and I thank her for it. It helped me develop habits that WORK!!! I use what I was taught every day, and thanks to you, and your team of professionals, my career truly is Up and Running!* Thank You, Jason Barnett, The Main Office Shreveport Louisiana

**Would you be surprised to learn that 98% of new agents don't even start with a **business start-up plan**?** How in the world can new agents succeed without a specific start-up plan to provide focus and guidance? We make sure you know **exactly how to succeed!** Carla Cross has helped literally thousands of new and newer agents not only survive, but **achieve exceptional success** fast in this business. (Carla herself sold 40 houses her first year in the business, so she knows the secrets to high production.) Not only that, Carla personally proved her system works by coaching her new agents in her real estate office to **six figure incomes**—in their first years of real estate. Now, for a very small investment, you can take advantage of this program, too. **Your success is worth this investment!**



**Goal of this program: Over 2 transactions your first three months in the business! (That's 2 more transactions than 95% of new agents make!)**

*I have found you {Jodi} to be extremely helpful in my real estate career. As you know, I just started in real estate a few months ago. I was very "green" on the whole process. With your assistance as well as the great program Carla has put together, I am MUCH more confident in my abilities. There was a lot of work to do, but I know the finished product is far superior to anything the other Realtors in my area are using. You were very understanding when I had some conflicts, and gave me the encouragement to continue with the program. Thank you so much.*

*Sincerely, Christi Herbert, Steamboat Village Brokers, Ltd.*



*I loved your Up and Running book!! It is the only thing I have seen or heard of that actually maps out the start-up actions needed for this business. I am looking forward to working with you and learning from you for many years to come.*

Charlie Lewis, Re/Max Equity Group, Inc., Vancouver, WA.

## How Team Coaching Works

**12 total calls** (the first is an individual coaching call—what a value!). Your coach wants to find out exactly how you like to work, answer questions, and start motivating and inspiring you to succeed—big time!

**3-month intensive program**, so you can really 'get up and running' faster than 99% of other new agents!

Calls are **once a week, for 45 minutes**, so you stay motivated and inspired by your real estate professional coach (we believe you deserve a successful real estate professional as a coach!)

## Included in the Program..... \$470 Value in Professional Systems

### Up and Running Team Coaching Client Manual

Over 300 pages, this client handbook is truly an awesome training manual, with dozens of systems and processes to put right to work. It's your weekly guide for what to do, when to do it, and how to do it. There's never been such an explicit start-up guide for the new agent.

**A \$300 value!**

**Manages TIME**

Up and Running in 30 Days—232-page new agent's proven business start-up plan, with expanded training, sample new agent's marketing plan, business plan and budget, technology planner, plus 3 audio CDs, with actual sales generating role plays. 1 document CD with the best lead-generating scripts and letters—all ready for you to customize. Bonus: New Excel spread sheets to track your progress in your program.

**A \$100 value!**

**Provides FOCUS**

**An \$100 value!**

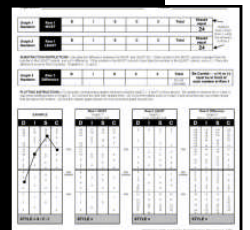
**Raise CONFIDENCE**

Your behavioral Profile - (the DISC)

Find out your strengths in this 20 page report.

**A \$70 value !**

**Identifies Your Strengths**



**Your Investment in your future: \$595!  
(includes \$470 worth of sales-making resources)**



*Carla Cross and Jodi Sipes offer a method of bringing people who are not familiar with real estate sales into the mainstream of the activities necessary to have a successful real estate career. It is as good as I've seen and should not be taken by anyone who doesn't want to learn how to work the business and make a good living.*

*Ron Henderson, Owner, United Country Westmark Brokers, Montrose, CO.*

## **Brokers: We'll train and coach your new agents to much faster success!**

**Increase your bottom line 25-50% from increased new agent production!  
Increase your new agent retention rate dramatically! Save time.  
Create an awesome recruiting tool. Bottom line: Greater profits.**

### **Broker benefits:**

- Pre-session coach's call with broker to help broker provide agents' support, strategies on how to use the program for effective recruiting
- 3 complimentary group coaching calls per year with Carla Cross and her coaches, to show brokers how to get the 'biggest bang for the buck' from their newer agents
- Coaches' reports to brokers on how their agents are doing in the program
- 'Red Alert' if their agents aren't performing, so broker can step in and motivate the agent to success.

## **What You'll Accomplish in Up and Running Team Coaching**

You'll learn to implement the best business start-up plan in the business! You'll be presenting like a 5-year pro, because you'll be working with your coach to create mega-agent buyer and seller presentations. You'll be able to answer *any* objection those sellers and buyers throw at you. You'll never be embarrassed fumbling around for right answers. You won't be stumped when sellers want to reduce your commissions, or price their homes too high. You'll be able to thrive, no matter how challenging your market.

**The best part::** You will have unassailable self-confidence in your abilities to sell lots of real estate!

*Jodi does an excellent job as a coach, she is very knowledgeable about the real estate industry and I have learned some great new ideas from her. Jodi genuinely cares about her clients. If I were to take the same training once again or go to the next level, I would definitely choose Jodi!*

*Gary Monardo, Century 21 Green Valley Realty, Fallon, NV*

To register, see [www.carlacrosscoaching.com](http://www.carlacrosscoaching.com)

  
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