



**GARY
GREENE**

A large, vibrant green field of grass, slightly blurred, filling the lower two-thirds of the page.

Real Estate Career Opportunities

Welcome to Better Homes and Gardens Gary Greene



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Thank you for giving us the opportunity to connect with you about the tremendous opportunities that Real Estate offers as a career.

Please feel free to connect and meet more of our people on any of the following:

- www.Facebook.com/BetterHomesandGardensRealEstateGaryGreene
- www.Linkedin.com/company/better-homes-and-gardens-real-estate-gary-greene
- www.Twitter.com/BHGREGaryGreene

• Or scan the QR code below.



Facebook



LinkedIn



Twitter

Table of Contents



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Better Homes and Gardens Real Estate Gary Greene All About Starting a Career In Real Estate

Considering a Career in Real Estate?	4
Why is BHGRE Gary Greene looking for new agents?	5
Typical Day in the Real Estate Business	6
10 Characteristics of a Successful Salesperson	7
How to Become a Licensed Real Estate Salesperson	8-10
Information on Real Estate Schools	11
How Much Does It Cost to Get a License?	12
How Much Can I Expect to Earn?	13
Why Better Homes and Gardens Real Estate Gary Greene?	14
Be Better. Begin with a Brand That Stands for Home	15
The "Be Better" Start-up Package	16-20
Be Better with a Solid Foundation	21
Be Better! New Agent Testimonials	22
Our Office Locations – Map	23
Be Better with Our Compensation	24
There has never been a better time to enter the real estate industry	25
Be Better from the Start!	26

Considering a Career in Real Estate?

- *There is great opportunity for the NEW associate, especially in Houston where the market is the best in the United States!*
- Real estate is an exciting, dynamic, people-oriented profession encompassing a multitude of disciplines — sales, marketing, psychology, law, finance, appraisals, and inspections--to name a few.
- The industry is in the midst of great change. Change brings unbridled opportunity to new entrants!
- The iPad, the smartphone, social media and the cloud are changing the way business is conducted.
- Success in real estate is easier when you possess:
 - 1) Great people skills — *energy, intelligence, and heart!*
 - 2) The ability to embrace change, adapt to new concepts and enjoy continuous learning.
 - 3) Relationship building skills that are consumer-centric and create value.
 - 4) The willingness to work long, yet rewarding hours to get people where they want to go!!
 - 5) Trust, high ethics and professionalism.

Why is Better Homes and Gardens Real Estate Gary Greene looking for NEW real estate agents?



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FACT: The National Association of Realtors® predicts that 50% of the agents, who are practicing real estate today, will leave the business over the next 5-10 years.

Why? The answer is a multifaceted one. *A few reasons are:*

Technology continues to accelerate. Agents that use technology to enhance customer service and productivity will continue to “edge out” agents who don’t get it.

Increased access to real estate information has armed consumers with more knowledge and raised their expectations for the services provided by real estate agents. Many Realtors® find it difficult to make the transition to a “trusted advisor and consultant” with a multi-channel marketing role.

The new consumer is independent, techno-literate and socially networked. Consumers have control of the service quality perception. Consumers want a relationship first. Many Realtors® find this the most difficult leap having come from 2 decades of an agent-centric business environment.

New real estate agents are the future of our organization.



Go to GaryGreene.com/Careers and Take A free Test Drive in Real Estate!

Typical Day in the Real Estate Business:



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One of the lures of the real estate business is that there is a lot of flexibility in your schedule and activities.

There are literally dozens of activities that, as an agent, you can take part in during your business week, such as the following:

- Previewing your office's new listings on your office tour; - increase product knowledge
- Previewing properties listed by other agencies; - expand product knowledge
- Completing paperwork on transactions; - attention to details
- Following up with prospects; - developing and solidifying relationships
- Setting showing appointments; - organizational skills
- Attending office meetings; - grow your knowledge of the industry
- Finding potential customers/clients; - prospecting
- Giving listing proposals; presentation, sales and negotiation skills
- Answering calls at the office as assigned, or holding homes' open.

There are certain critical activities agents must perform to get paid, such as prospecting to find buyers and sellers, listing saleable properties and selling properties. Agents who create careers quickly focus more on prospecting and business-producing activities.

Can I work part-time in real estate while I transition from my existing job? It is very rare that one succeeds in real estate while holding another job. As a real estate agent, you work as a fiduciary for your client – holding their interests above your own. Being employed in another capacity restricts your ability to serve your clients and therefore jeopardizes your fiduciary relationship.

The real estate business is dynamic and changes daily. The availability of properties change, interest rates fluctuate and clients you work with want you available on their time schedule. It is imperative that you are available to communicate with the office, the marketplace and your customers and clients on a regular basis.

We welcome new agents that want to build a successful career!

10 Characteristics of the Successful Salesperson

Do You Think You Have What It Takes?



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- 1. Sociability** – A natural tendency to gain satisfaction by associating with other people.
- 2. Assertiveness** – A natural tendency to take initiative in order to influence or control some aspect of the environment.
- 3. Achievement** – The consistent need an individual feels for the achievement of rewards such as high performance, income, and status. People with a strong success drive will accept challenges and endure hardships in order to succeed.
- 4. Dependability** – People with high dependability tend to be accurate, thorough, detail-oriented, conscientious and on time.
- 5. Emotional resilience** – The amount of psychological energy and mental endurance an individual has under normal conditions.
- 6. Financial Stability** – The pressure of unpaid bills can be unnerving to a new salesperson. We find that adequate savings of at least four months of living expenses enables a new salesperson to concentrate more on finding solutions for their clients.
- 7. Support** – This is perhaps the most important ingredient. The confidence, support, trust and understanding of family and friends is the most valuable asset to the new salesperson. A clear understanding of the hours and demands of the business by all parties is helpful.
- 8. Enthusiasm!** The public rates this as one of the top three most important characteristics in choosing a real estate agent.
- 9. Sales Ability:**
 - Building rapport and acquiring information;
 - Listening and Comprehension skills;
 - Managing the sales process;
 - Closing Skills.
- 10. Techno-literate** – Most consumers expect agents to work with efficient, high-tech tools.

Get a free assessment and development plan based on your responses.

www.GaryGreene.com/Careers

How to Become a Licensed Real Estate Agent



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Real Estate Eligibility Requirements: To be eligible to apply for a real estate Salesperson License, an individual must be a citizen of the United States or a lawfully admitted alien eighteen (18) years of age or older and a legal resident of Texas.

- **Fingerprint requirements for Salespersons:**
<http://www.trec.state.tx.us/FastPass/default.asp>



1. Education Requirement The following education is required for a salesperson license:

- Principles of Real Estate (60 classroom hours)
- Law of Agency (30 classroom hours)
- Law of Contracts (30 classroom hours)
- Promulgated Contracts Forms (30 classroom hours)
- Real Estate Finance (30 classroom hours).
- Related course credit cannot be used to meet education requirements for a salespersons license.
- Education course completion documents must be submitted when the application is filed. To find core education providers, go to http://www.trec.state.tx.us/education/providers_core.asp

How to Become a Licensed Real Estate Agent page 2



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2. Filing Your Application.

- After you have completed your education, you may file and pay for the Application for an Inactive Salesperson License. Evidence of successful completion of your education via credit transcript or certificate should be submitted with your application. DO NOT submit original transcripts or course completion documents. Keep the originals for your personal files and send photocopies to the Commission.
- Please apply and pay online for your Inactive Salesperson License at <http://www.trec.state.tx.us/licenses/default.asp>. The information requested online is the same as on the paper application. If you are filing online, scan and send your education documents electronically to education@trec.texas.gov or fax them to 512-936-3863 with a copy of your completed application. If submitting your application by mail or in person, please note that an application received without the appropriate fees will be rejected and your check will be returned to you. The following fees should be submitted in ONE PERSONAL CHECK, CASHIERS CHECK OR MONEY ORDER payable to the Texas Real Estate Commission. Cash will not be accepted
ALL FEES LISTED BELOW ARE NONREFUNDABLE.

Fees Required with Real Estate Salesperson License Fee

- | | |
|--------------------------|-----------------|
| • Original Application | \$143.00 |
| • Recovery Trust Account | <u>\$ 10.00</u> |
| • Total | \$153.00 |

You can find more information on the TREC website:

<http://www.trec.state.tx.us/licenses/salesapp.asp>

How to Become a Licensed Real Estate Agent page 3



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3. Examination Information

License examinations are administered by PSI, a testing service company. Once your application has been received, processed and accepted, you will receive notification that you may obtain a copy of the Candidate Information Brochure (CIB) to register for the exam. The CIB will provide instructions on how to make reservations to take the examination and contains study material and instructions about licensing. A copy of the CIB can be downloaded from the PSI web site found at: <https://candidate.psiexams.com/index.jsp>. **The exam fee is \$61.**

The examination must be passed within six months from the date the application is filed with the commission office.

4. Investigation May be Needed

The filing of an application authorizes an investigation of the applicant's background. Information revealed in an investigation may be cause for disapproval of an application even though other requirements for a license are met.

5. Texas Guaranteed Student Loan Repayment History is investigated.

State law prohibits the renewal of a license if a licensee has defaulted on a student loan guaranteed by TGTU unless the licensee has entered into a repayment agreement with TG. **YOU SHOULD CONTACT TG BEFORE FILING THIS APPLICATION** if you have defaulted on a student loan. An application or renewal may be rejected if this agency has received information from TGSCLC that the applicant has defaulted on a student loan. The Texas Guaranteed Student Loan Corporation can be reached at: Telephone: (800) 252-9743 (in Austin, call 219-5700)

6. Obtain Sponsorship

- Before you can practice as a licensed salesperson you must arrange for a Texas real estate broker holding an active license to sponsor you as a salesperson. Applicants and inactive salespersons are not authorized to act as real estate agents.
- While you are not required to have a sponsoring broker to file an application for a license, a Salesperson Sponsorship Form is included with the application materials. If you wish, you may file the sponsorship request along with the application. Once all licensing requirements have been satisfied, TREC will send an active salesperson license to the broker, and you may act for the broker on receipt of the license. Applying with a sponsoring broker saves you time!
- You may also file the application and arrange for sponsorship after TREC notifies you that you have been issued an inactive license. Once a broker holding an active license has mailed a request to TREC to act as your sponsor, you may begin to act for the broker as a salesperson.

Information on Real Estate Schools



- We are proud to offer candidates for real estate school a 20% discount on their real estate education courses necessary to get a Salespersons license:
- To register [includes online courses only]:
 - 1) Go to: www.garygreene.com/careers
 - 2) Scroll down to bottom right corner
 - 3) Click on “Get Online Real Estate Classes at a 20% Discount Here”.

For a complete list of Texas Real Estate Core Course Providers, go to

http://www.trec.state.tx.us/education/providers_core.asp

How much will it cost to get a license and get started in real estate?



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Courses needed to qualify for the real estate exam:
6 course package includes exam prep and materials – estimate

Our online discount offer on garygreene.com/careers can save you 20%. \$933.00

Texas Real Estate License Application

Application	\$143.00	
Recovery fund	\$ 10.00	
PSI Exam fee	\$ 61.00 - Classroom or online	
Fingerprinting	<u>\$ 44.20</u> - Subject to change	
Total	\$ 258.20	\$258.20

\$ Realtor® Association dues-required for MLS access

\$ Houston Association of Realtors®

\$ Application fee	\$100 one-time application fee	
\$ Dues [annual]	\$414 per year	
\$ Orientation fee	\$ 45 refunded after attending orientation	
\$ Dues are prorated by the quarter in which you join		\$559.00

\$ Access into MLS listed properties:

\$ SUPRA lease- <i>per yr.</i>		\$255.84
\$ SUPRA application fee		\$50.00
\$ SUPRA loss/theft Insurance [optional]		\$25.00

\$ **MLS monthly access fees, *quarterly dues* [debit card]** **\$63.96**

\$ **One-time MLS application fee** **\$25.00**
payable via credit card or bank draft to HARMLS.

Total costs listed above: **\$2,170.00**

📁 All prices are approximate and subject to change without notice.

How Much Can I Expect to Earn in Real Estate?

- It depends upon you, your business plan and how consistently the plan is worked. You work as an independent contractor under the policies and guidelines of the organization that sponsors your license.
- Better Homes and Gardens Real Estate Gary Greene assists new agents in developing a business plan that leads to success!
- Expanding the quality and quantity of your personal “sphere of influence” *for business* is *the most* important factor to generating income.
- First year income varies with the individual. It’s all about how hard you work consistently. Many have made from \$50,000+ in their first year. The first year is the most difficult in uncharted waters.
- You are building your own book of business that will grow through repeat business and referrals - it takes time, effort and patience!
- As experience increases, repeat and referral business enables the consistent producer to earn 6 figure incomes!
- Building relationships that extend beyond the sale are imperative to growing your business and earning a 6 figure income.



Why Better Homes and Gardens Real Estate Gary Greene? – About Our Brand



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TRADITIONAL BRAND



Functional benefit
Commodity features
Often competes on price

LIFESTYLE BRAND



Experiential benefits
Value features
Relevant despite industry changes

- Buyers are no longer buying a home, they are buying a lifestyle. Better Homes and Gardens Real Estate Gary Greene has created a toolset that allows you to speak to this changing consumer so they want to work with you. This includes more and better information such as tips, articles, social media forums, videos—ways to empower the consumer and ways to empower our agents to speak to the consumer in the way they expect to be spoken to.
- And what's unique about us—we are a brand who, when we have those conversations, it feels authentic to the consumer. We are on their coffee tables every month of the year. We mean home and community to millions of people. We are relevant well before and after the transaction takes place. No one else in the industry can say that.

Be Better Begin with a Brand That Stands for Lifestyle, Community and Home



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Market Coverage

~Houston has 20 Better Homes and Gardens Real Estate Gary Greene offices – . One of the offices serves as your home-base and the remainder welcome you to use their facilities, as needed. Opportunities expand for you with our network of over 850+ sales associates in Houston for buyer and seller referrals in your local market!

The Brand

The Better Homes and Gardens name, owned by Meredith Corporation, has been a staple in American life since 1924. The brand represents a true passion for the home with a deep commitment to homeownership that builds quality of life for individuals, families and communities. We deliver a full-service value proposition that engages the best technologies to meet the needs of homebuyers and sellers of every generation.

BHGRE Gary Greene is #1 in Houston and in The Top 100 Nationally!

-In 1963, Gary Greene founded Gary Greene, Realtors® and our history began. From the beginning, the company experienced meteoric growth and has remained one of the top real estate firms in the Houston market throughout the years. Today, Better Homes and Gardens Real Estate Gary Greene is Houston's leading real estate company in listings taken, according to the 2012 Houston Association of Realtors® MLS Ranking Report. We are THE ONLY Houston-based residential real estate company ranked nationally by Real Trends in the Top 100 Brokers by closed transactions year after year. In 2012, we were ranked #1 in closed transactions and dollar volume sold by the Houston Business Journal Book of Lists.

Professionally Staffed Offices and State-of-the-Art Facilities

Better Homes and Gardens Real Estate Gary Greene has Houston's most aesthetically appealing offices. After all, first impressions are lasting impressions. These professionally staffed offices provide a full array of administrative support personnel. State-of-the-art technology with instant Internet access, network servers, agent productivity systems, fax, copy and voice mail systems - are at your service. At Better Homes and Gardens Real Estate Gary Greene, we pride ourselves in providing the support you need to grow your business. We invite you to cultivate your own business garden with us!

A Philosophy of Spirited & Passionate Performance

We select associates with commitment, drive and a focus on learning, growing and improving. We are your partner in achieving outstanding consumer satisfaction and so, we put as much into your success as you do. Applicants that are employed in another capacity are welcome to join our referral team!

Compensation that Grows with Experience!

A competitive compensation package is important. We invite you to consult with a manager on the opportunities available to you.



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 Career Building Benefits of Associating with
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Career Building Benefits

Our Multi-Media Marketing “Start-up” Package

The next few pages outline the Benefits Package you receive upon association. We invite you to compare our offer with any other broker you are considering.

Business Generators to help jumpstart your career – free or deeply discounted	BHGRE Gary Greene	Other
1. Builder marketing division – on-site sales team refers seller prospects to agents in matching market areas.	<input checked="" type="checkbox"/>	
2. e-Leads sent directly to your cell phone from Lead Router: – GaryGreene.com – Trulia.com – Zillow.com – And 100’s of other listing distribution web sites	<input checked="" type="checkbox"/>	
3. e-Leads Team – qualify to join our special e-team and receive pre-scrubbed leads from Lending Tree, Sawbuck, etc.	<input checked="" type="checkbox"/>	
4. Cartus Referral Network – receive incoming leads from our world-wide referral network.	<input checked="" type="checkbox"/>	
5. Cartus Relocation – some referrals require training and qualifications yet is the world’s largest corporate relocation company.	<input checked="" type="checkbox"/>	
6. Open Houses – held on a corporate relocation home, a fellow office agents’ listing or your own – you can always hold a home open at BHGRE Gary Greene!	<input checked="" type="checkbox"/>	
7. Property Room Opportunity – receive leads generated from our listings [and we have plenty!] by scheduling time for property room.	<input checked="" type="checkbox"/>	

Be Better Career Building Benefits of Associating with Better Homes and Gardens Real Estate Gary Greene, page 2



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Marketing Systems and Support	BHGRE Gary Greene	Other
1. Announcements – unlimited eCards and 100 mailed including postage.	<input checked="" type="checkbox"/>	
2. Automated Property Marketing program – send “Just Listed” via your phone!	<input checked="" type="checkbox"/>	
3. Billboards – our billboard campaign drives traffic to view our listings online	<input checked="" type="checkbox"/>	
4. Business Cards – your 1 st 500 FREE with photo	<input checked="" type="checkbox"/>	
5. Buyer/Seller Service Guarantee – to warrant and endorse your value	<input checked="" type="checkbox"/>	
6.. Buyer Proposal – ready to go and customize to suit your style	<input checked="" type="checkbox"/>	
7. Car Signs – personalized magnetic signs promoting you everywhere you drive7	<input checked="" type="checkbox"/>	
8. Creative Services – free advertising design for your custom marketing.	<input checked="" type="checkbox"/>	
9. Customer Relationship Manager – online at BHGRE; easily manage your prospects.	<input checked="" type="checkbox"/>	
10.Digital Marketing Center from BHGRE enables instant marketing with multi-options	<input checked="" type="checkbox"/>	
11.Distinctive Collection digital and print magazine – free to advertise upscale listings.	<input checked="" type="checkbox"/>	
12.eCards/Newsletters/Brochures can be quickly designed on digital platform.	<input checked="" type="checkbox"/>	
13.Facebook Think Tank & iPad Power Grid Group – collaborate with other agents.	<input checked="" type="checkbox"/>	
14.Homeselling/Homebuying Proposal – personalize for use in print, laptop and iPad	<input checked="" type="checkbox"/>	
15.Houston Chronicle – free advertising of your open house on pre-scheduled dates.	<input checked="" type="checkbox"/>	
16. Houston Homes for Sale – app to search for homes in Houston via cell phone.	<input checked="" type="checkbox"/>	
17.Image Gallery on BHGRE gives you beautiful design photos for marketing.	<input checked="" type="checkbox"/>	
18.Internet Marketing Exposure of your listings on hundreds of web sites free.	<input checked="" type="checkbox"/>	
19.Just Listed/Just Sold post card mail-outs with company cost participation.	<input checked="" type="checkbox"/>	
20.Lead Router – our automated eLead generator sends leads directly to your phone.	<input checked="" type="checkbox"/>	
21.List Hub – keep your sellers “in the know” with auto-report on property views by site.	<input checked="" type="checkbox"/>	
22.Market Facts – use our blog and market info to market yourself and your knowledge	<input checked="" type="checkbox"/>	
23.Multi-Cultural Division – education & networking opportunities for international clients	<input checked="" type="checkbox"/>	

Be Better
 Career Building Benefits of Associating with
 Better Homes and Gardens Real Estate Gary
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Marketing Systems and Support	BHGRE Gary Greene	Other
24.Name Badge – wear it everyday! It’s a business generator.	<input checked="" type="checkbox"/>	
25.Online personal agent transaction manager. It also stores contacts, calendars and checklists - keeps you happy and more productive! MyGreeneRoom.com	<input checked="" type="checkbox"/>	
26.Open House signs – market your open houses to drive-by traffic FREE!	<input checked="" type="checkbox"/>	
27.Pin Point Marketing – industry exclusive Meredith data base to target market clients.	<input checked="" type="checkbox"/>	
28.Power of Color Home Staging Tools – tips/tools to help your listing get out in front!	<input checked="" type="checkbox"/>	
29.Print Marketing Center on BHGRE is open 24/7 for all your print marketing needs!	<input checked="" type="checkbox"/>	
30.Publicity – FREE press releases written on your accomplishments and distributed.	<input checked="" type="checkbox"/>	
31.Recognition – achievement recognition at awards events semi-annually & in office.	<input checked="" type="checkbox"/>	
32.Slideshows – create in the Greenhouse and wow your prospects.	<input checked="" type="checkbox"/>	
33.Tenant / Landlord Conversion program to assist you in converting tenants to owners.	<input checked="" type="checkbox"/>	
34.Trulia.com – your listing will be featured and branded on this national web site	<input checked="" type="checkbox"/>	
35.Video collection from BH&G enables you to use them & look like an expert in all things home to your prospects.	<input checked="" type="checkbox"/>	
36.Web Commercials can be made in the Greenhouse in a snap and posted on the web to market you and your listings in an instant.	<input checked="" type="checkbox"/>	
37.Yelp.com – associate your business listing with ours and be found in Houston as the agent to use in your market area.	<input checked="" type="checkbox"/>	
38.Zillow.com – our Pro Broker status puts your listing on this site out in front!	<input checked="" type="checkbox"/>	
Business / Office Expense Support	<input checked="" type="checkbox"/>	
1.Business Development Plan and support in getting you jump-started in your career.	<input checked="" type="checkbox"/>	
2.Contracts and addenda as well as advice and counsel on contractual issues.	<input checked="" type="checkbox"/>	
3.Competitive Market Analysis – automated home value estimator program.	<input checked="" type="checkbox"/>	
4.Computers – high speed internet access, software and e-mail programs.	<input checked="" type="checkbox"/>	

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 Career Building Benefits of Associating with
 Better Homes and Gardens Real Estate Gary
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Business / Office Expense Support [cont'd]	BHGR E Gary Greene	Other
5. Copy machine- color print & paper for home flyers-business related marketing.	<input checked="" type="checkbox"/>	
6. DocuSign account for e-signatures at deeply discounted prices.	<input checked="" type="checkbox"/>	
7. eMail account @garygreene.com –	<input checked="" type="checkbox"/>	
8. E & O Claims Deductible – one of the most generous	<input checked="" type="checkbox"/>	
9. Fax Machine	<input checked="" type="checkbox"/>	
10. Insurance Agent – to help answer clients' homeowners insurance policies, etc.	<input checked="" type="checkbox"/>	
11. Laser Color Printers – use in your business for free	<input checked="" type="checkbox"/>	
12. Lockboxes –FREE representing a huge deduction in listing costs.	<input checked="" type="checkbox"/>	
13. Long distance calls from office landline is free if business related.	<input checked="" type="checkbox"/>	
14. MCE & SAE renewal courses offered free or deeply discounted.	<input checked="" type="checkbox"/>	
15. Mortgage Loan Officer – in office/on staff to assist clients with qualification.	<input checked="" type="checkbox"/>	
16. No Desk Fee	<input checked="" type="checkbox"/>	
17. No Franchise Fee	<input checked="" type="checkbox"/>	
18. Note cards / Letterhead / Envelopes – free if business related.	<input checked="" type="checkbox"/>	
19. Non-competing managers	<input checked="" type="checkbox"/>	
20. Personal Development Plan based on skills and/or personality assessment.	<input checked="" type="checkbox"/>	
21. Postage – free for business related correspondence.	<input checked="" type="checkbox"/>	
22. Receptionist – full-time and on weekends.	<input checked="" type="checkbox"/>	
23. Title Representative – on call to assist you or your client needs and questions.	<input checked="" type="checkbox"/>	
24. Voice Mail - free	<input checked="" type="checkbox"/>	
25. Web Site – free and personalized with e-mail alerts.	<input checked="" type="checkbox"/>	
26. Yard Signs – free and unlimited.	<input checked="" type="checkbox"/>	

Be Better Career Building Benefits of Associating with Better Homes and Gardens Real Estate Gary Greene, page 5



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Training, Coaching and Enhancing Your Productivity	BHGRE Gary Greene	Other
1. Better Home and Gardens Real Estate – monthly webinars, training and online educational programs.	<input checked="" type="checkbox"/>	
2. Career Coach – designated to help you jump start your career.	<input checked="" type="checkbox"/>	
3. Client Appreciation Program – company partners with you on this automated 4- year stay in touch with past clients program.	<input checked="" type="checkbox"/>	
4. Facebook Training for business pages.	<input checked="" type="checkbox"/>	
5. Fast Start Training – 6 money-making modules that get you up and running.	<input checked="" type="checkbox"/>	
6. GaryGreeneTraining.com – learn the latest tech tips and tricks online.	<input checked="" type="checkbox"/>	
7. In-House Marketing Courses – workshops, webinars, growth and leadership training.	<input checked="" type="checkbox"/>	
8. MyBHGGreenhouse.com – your one-stop resource with scheduled training and productivity courses.	<input checked="" type="checkbox"/>	
9. Power Up – how to use all FREE money-making marketing systems.	<input checked="" type="checkbox"/>	
10. TECH Coach – full-time coach schedules training on setting up your web site, social media and how to follow the money online!	<input checked="" type="checkbox"/>	
11. The Greene Sheet – a weekly e-newsletter on contractual and compliance issues.	<input checked="" type="checkbox"/>	
12. Video library on marketing scripts and dialogue. David Knox opens his entire library of videos on how to handle objections, negotiations and listing presentations.	<input checked="" type="checkbox"/>	

This entire marketing, training and business support package that provides our associates with the most successful career start in Houston can be yours for \$395.

Be Better with a Solid Foundation

Training and Professional Development
The most important factors to being successful in real estate!



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- **Fast Start** – How to Earn a Living in Real Estate “earn and learn” classroom instruction. No matter when you join Better Homes and Gardens Real Estate Gary Greene, Fast Start, held on Thursdays and Fridays, is ready for you! Fast Start is comprised of 6 independent modules: Contracts and finance, securing the listing, buyers and prospecting, marketing support and prospecting for business and special presentations. Spaced-training enables you to earn while you learn. You are also better able to absorb the content. Graduates of our Fast Start program represent the future of our company and they perform above industry averages.
- **Power Up** – A two-day program designed to give you the keys to all of the tools and resources available to you through Better Homes and Gardens Real Estate and Gary Greene that will help you make more money.
- **Career Development Coach** – a full-time in-house coach and mentor teaches you how to cultivate and grow your business. This program begins immediately upon joining and includes hands-on prospecting, technology and career guidance. High-touch and High-tech activities taught during your career development combine to generate a powerful real estate foundation and practice for you. You gain confidence to perform and competence to deliver customer service that’s really a WOW!
- **The Career Development Program** - in your office helps your growth and profitability. All offices provide strong managerial support and guidance to expand your education and grow your expertise in the market.
- **Better Homes and Gardens Real Estate** - offers a wide variety of monthly online courses that can take your career to the next level.
- **Leadership Training** – Better Homes and Gardens Real Estate Gary Greene conducts an annual Leadership development course for those interested in management or being a leader in the real estate industry.

Be Better at Real Estate with the Brand That Stands for Home



GARY GREENE

Our Reputation

- Better Homes and Gardens Real Estate Gary Greene has a national reputation for high touch, innovation and quality services!
- Better Homes and Gardens Real Estate Gary Greene is Houston's Top Listing Company and was listed #1 in Houston in 2012 by the Houston Business Journal's "Book of Lists".
- Better Homes and Gardens Gary Greene provides access to the services of Gibraltar Mortgage, an affiliate of Shelter Mortgage.
- Gibraltar Insurance enables our associates to serve their clients with quality options for insurance coverage on home, auto, life, etc.
- We are privileged to be associated with Cartus Relocation, the largest provider of comprehensive global relocation services in the United States.

Our Newly Licensed Agents Attest to Be Better!



Karee Campo
Realtor® - Galveston Office

Fast Start was such a wonderful way to jumpstart my career. I learned so much and took that knowledge with me to have a very successful first year! Not only does BHGRE Gary Greene give you the tools you need to succeed, they help you every step of the way and treat you like family.

Kay Weatherford
Realtor® Champions Office

I knew BHGRE Gary Greene was the place that would offer me the best training to jumpstart my career. The Fast Start Program provided me with the knowledge in all areas of real estate, from marketing myself to writing a contract. Along with the incredible support I have received from my Career Coach. I know that Fast Start will be an essential part of my success..



Sheron Granerer
Realtor® - Bay Area Office

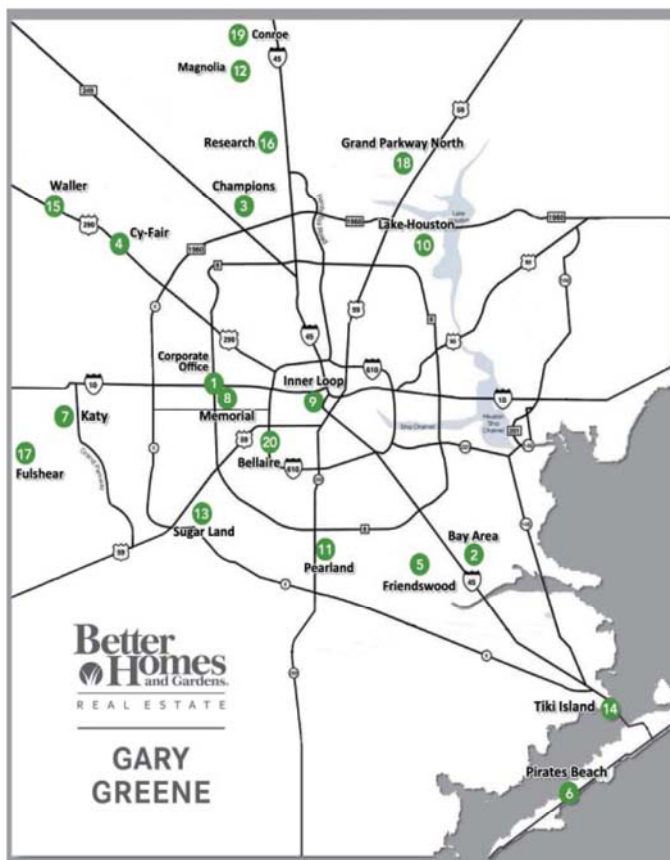
"I cannot speak highly enough of my experience in Fast Start and my Career Coach this year! Every tool we are offered to make us stand out amongst our competition, to win the listing and to close the sale – makes me so glad I decided to drop by and see what Debra, my manager had to say about joining BHGRE Gary Greene."

20 OFFICES SERVING THE GREATER HOUSTON–GALVESTON AREA



GARY GREENE

1. CORPORATE
10575 Katy Freeway, Suite 100 – 713.465.6644
2. BAY AREA
17250 El Camino Real – 281.486.1900
3. CHAMPIONS
8817 Louetta Road – 281.444.5140
4. CY-FAIR
11734 Barker Cypress – 832.334.0001
5. FRIENDSWOOD
1104 S. Friendswood Drive – 281.482.0055
6. GALVESTON
13450 F.M. 3005 – 409.737.5200
7. KATY
23922 Cinco Village Center Boulevard – 281.646.1136
8. MEMORIAL
12850 Memorial Drive, Suite 1155 – 713.461.6800
9. INNER LOOP
1939 West Gray – 713.961.1722
10. LAKE HOUSTON
18477 W. Lake Houston Parkway, Suite 50 – 832.445.0408
11. PEARLAND
2251 County Road 94, Suite 101 – 281.819.9200
12. MAGNOLIA
6875 FM 1488 – 281.367.3531
13. SUGAR LAND
2323 Town Center Drive – 281.980.5050
14. TIKI ISLAND
101 Tiki Drive – 409.938.1121
15. WALLER MARKET CENTER
31303 FM 2920 – 281.890.4024



16. WOODLANDS RESEARCH
9000 Forest Crossing – 281.367.3531
17. FULSHEAR MARKET CENTER
8506 FM 359 – 281.646.1136
18. GRAND PARKWAY NORTH
23128 FM 1314, Suite B – 281.601.1057
19. LAKE CONROE
14602 FM 1097 West – 936.856.5590
20. BELLAIRE MARKET CENTER
4710 Bellaire Blvd, Ste. 120 – 713.667.1000

Be Better
Our policy on commissions



GARY
GREENE

√ The **MORE IMPORTANT** Question:

Is our company, our business model, and our manager a good fit for you?

*We encourage you to thoroughly research the answer to this question, because... **commissions are not an issue when compatibility is not there.***

*If we **BOTH AGREE** during our personal interview that we are a good fit for each other, and a **WIN-WIN for both**, then*

√ You will be offered a

COMMISSION SCHEDULE that grows through your performance. As your income grows, we also provide additional support in marketing and personnel administration.

For more information — *Let's set a personal interview!*

There has never been a better time
to enter real estate!



**GARY
GREENE**

- Houston is the nations' top real estate market!
- A career in real estate will give you freedom and flexibility not commonly found in most nine-to-five careers. This independence certainly has its rewards in terms of job satisfaction and the opportunity for monetary success.
- You are rewarded in direct proportion to your efforts, and there is no limit to the amount you can earn. Real estate is a profession that everyone talks about. A high percentage of families' net worth is tied to the property they own, and most purchase property through the help of a real estate agent.
- To be involved in this process is very challenging and rewarding.

In most jobs, you are paid
What the job is worth.

In real estate, you are paid what you are worth.

Be Better.

We invite you to take the next step.

Be Better from the Start!

- If you are sincerely interested in real estate, then we encourage you to take the next step.
- **If you need to attend real estate school**, then consult one of the school's listed herein. Each school is equipped to answer your questions regarding licensure requirements and enroll you in courses that lead to qualifying to take the exam.
- **If you have completed real estate courses or simply want to learn more about real estate as a career** - then set an appointment with the office manager for a personal interview.
- Our values are the same as our national brand name and customer service heritage. We live by a code of conduct that represents honesty, integrity, trust and fair play.
- *If you believe your values closely match ours*, and you are energetic, enthusiastic, and motivated, you may qualify to become a Better Homes and Gardens Real Estate Gary Greene agent!



Be Better.

Set an
appointment
with us today!



Thank you.