

Webster's Dictionary Definition: triage

Main Entry: tri·age

Pronunciation: \trē-āzh, trē-\

Function: *noun*

Etymology: French, sorting, sifting, from *trier* to sort, from Old French — more at [try](#)

Date: 1918

1 a: the sorting of and allocation of treatment to patients and especially battle and disaster victims according to a system of priorities designed to maximize the number of survivors

b: the sorting of patients (as in an emergency room) according to the urgency of their need for care

2: the assigning of priority order to projects on the basis of where funds and other resources can be best used, are most needed, or are most likely to achieve success

Quantum has created “**triage**” as a “Support Workshop” with over 20 Action Workshops to facilitate the number 2 definition above. Quantum and the JTM™ management and training team work with some fundamental assumptions. The core assumption governing “triage” is simple. Real Estate productivity comes from **contact activity** expressed as appointments. Any agent with less than 6 appointments a week is not “working” in real estate. **Being** in real estate is not the same as **working effectively** in real estate.

Your company owns its responsibility to empower you to become productive in your real estate career. This occurs at two levels.

1. To make sure you have the resources to enable you to **make** appointments. This means you are **trained** to effectively **make** appointments.
2. Through the support of accountability, to invite and encourage you to look at whether your actions are consistent with what it takes to **become** productive and to help you work through any obstacles in achieving that.

If you don't have 6 appointments a week, no certified buyers and are **doing** the work, you simply need help. Triage and the Action Workshops are designed to help you accomplish that. In other words the company is investing **its** resources through **triage** in you, in the form of your managers and trainers, to see that you are effectively empowered.

If you find **Triage** inconvenient, you are encouraged to ask yourself why? If you are doing the work and not producing results you are wasting your time. And if you are committed to real estate as a career, you will want all the support you can get. If you don't think this is **support** you might want to explore with yourself **how** you think **that**, given your lack of both experience and lack of effectiveness. No other company or training program cares as much as yours or JTM™ in seeing that you are effectively trained!

If you find **Triage** inconvenient and you are **not doing the work**, you probably need to ask yourself: is this the right career for you at this time?

When you become productive, you will not have the time to participate in *Triage* nor would it be appropriate as support. At that point you will need help with “**deal doctoring**” or **transaction management support**.

Read and Understood _____