# DO YOU KNOW ...

13 of 14 people fail in real estate before the end of the second year.

IF AN AGENT DOESN'T WRITE THEIR FIRST CONTRACT

within 3 months in the business their odds of success - 45 to 1

WITHIN 6 MONTHS IN THE BUSINESS THEIR ODDS OF SUCCESS - 90 TO 1

within 9 months in the business their odds of success - 700 to 1

# $\frac{THE}{JTM} \stackrel{\text{\tiny TM}}{PROGRAM}_{\text{ADDRESSES THE 93\% TURNOVER RATE}}$

ASK YOURSELF...

### "WHERE'S MY FIRST TRANSACTION COMING FROM?"

THIS IS THE QUESTION YOU SHOULD ASK **EVERY** COMPANY WITH WHOM YOU INTERVIEW. AND NOT JUST YOUR FIRST TRANSACTION, BUT A STREAM OF TRANSACTIONS THAT DRIVE YOU INTO PRODUCTIVITY.



For more information call Kandice Polz 630.868.7486



#### Which Direction Is your First transaction coming from?

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