



The Quintin Group

A Real Estate Superteam

THE QUINTIN GROUP SALES SYSTEM

A MESSAGE FROM OUR FOUNDER AND CEO



JEFF QUINTIN

Hello and thank you for taking the time to learn about the many benefits of working with our leading real estate team. I started building my real estate career over 25 years ago and I still wake up everyday excited to get to the office.

In the beginning, the thrill of locating that perfect property for my buyer or helping negotiate a high price for my seller was fun and financially rewarding. I never imagined I would end up with a career where I could earn a large income, build wealth for the future, invest in real estate and enjoy a balanced life with my family.

Now, my day looks a lot different than when I first started. Today, I spend my time developing real estate agents. My goals have changed and instead of being a Top Producer, I like to create Top Producers. Helping real estate agents build their career has become my passion.

Many of the top agents in our market are a product of our coaching and mentoring program. When we combine our market knowledge, our lead generating strategies and proven sales systems with your desire to build a real estate career, success is a definite.

Our focus is on you. We want to hear about your goals. Not only for year one but we want to know what you want to accomplish in year 5, 6, 7 and on and on. Once we learn what you want to accomplish, we will sit down and design a strategy to help you get there. Of course, along the journey, the market may change and we will sit down and help you make the proper adjustments to keep you on track so you do not miss your target.

We understand that choosing a real estate company and a team is a big decision. We are a team of individuals that are here to support our agents and their desired growth.

Please review the rest of our information and then we can take the next step and meet so we can learn what you would like to accomplish.

WHO WILL SUCCEED IN OUR COMPANY?

NEW AGENTS

Many of our best agents were brand new licensees when they joined our company. It is very common for a new agent in our office to make a sale or get a few listings within their first 30 days of working with us. Our Jump Start program will have you earning an income faster than any office in this market.

EXPERIENCED AGENTS LOOKING FOR CHANGE

Experienced agents often join us to help them identify a strategy that will help them break through to the next level. We analyze their business and find the roadblocks that are keeping them from achieving higher goals. It is common to see an experienced agent double their business within one year after working with us.

THOSE LOOKING FOR A CAREER CHANGE

Local business professionals often approach us looking for an opportunity to build a real estate career. They are tired of working for someone else and want to be in a position where their income reflects their effort. Our sales system will help them build a real estate business and turn them into an Entrepreneur.

5 TOP CHALLENGES AGENTS FACE: WE HAVE THE SOLUTIONS

✓ *No Defined Business Plan*

Too often, agents are attempting to reach a particular goal without a clear plan to get there. Building a profitable career requires planning. We work with you to design the strategies necessary to reach your goals. Once you have the plan, we will guide you through the execution phase and make sure you get the desired result.

✓ *Failure to Develop Skills*

It's no secret that Communication is a Skill. Real estate professionals must know the real estate language if they want to build a sustainable career. This is paramount to achieving your highest potential. Our Communication Skills Coaching will give you the confidence to succeed regardless of the market or the market conditions.

✓ *Lack Of Company Relationship*

We are committed to a long term relationship with our agents. While most companies focus on the companies bottom line, we know that our success and profitability is a direct result of our agents success and profitability.

So, you will never be 'just an agent' in our office. Our intention is to establish a relationship that will last longer than your career.

✓ *Lack of Company Culture*

The foundation of our company is built around a culture of coaching and support for our agents. It is relief to know that you have a team of staff and fellow agents that will offer you the resources you need to get over the many obstacles that come with a real estate career. If you want to be the next top producer or just make a decent income, we have the program that meets that goal.

✓ *Lack of Life Balance*

We believe that an agent who is successful in real estate at the expense of a personal life has actually failed. We know how to guide you to a successful career while enjoying the time off you deserve for yourself or potential family. The real estate industry offers a freedom like no other career but you have to set your business up correct from the start. We are here to help you accomplish this.

WHAT IS REAL ESTATE COACHING?

The art of following a step by step process that facilitates the performance, learning and development of a top producing real estate professional.

Our coaching is about empowering the agent with the resources, support and tools to take their career to the next level.



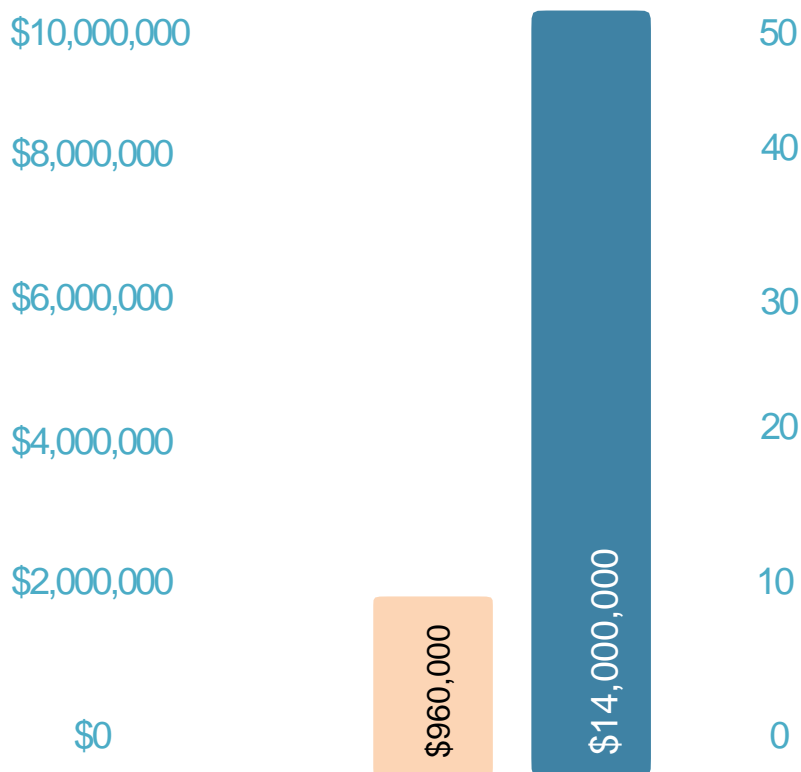
A collaborative effort where the coach takes a result driven and systematic approach to the enhancement of the agents performance. Our Career Coaching program gives our agents the advantage of living the life they design.

THE QUINTIN GROUP SALES SYSTEM

Proven Techniques and Support Systems Custom Built
For Your Individual Goals

OUR AGENTS SELL 6X THE INDUSTRY AVERAGE

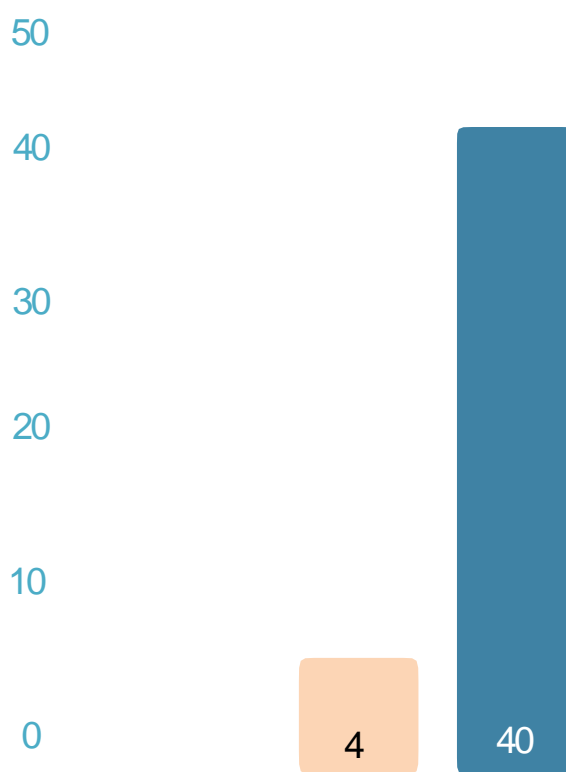
GROSS SALES VOLUME



VOLUME



TRANSACTIONS



TRANSACTIONS

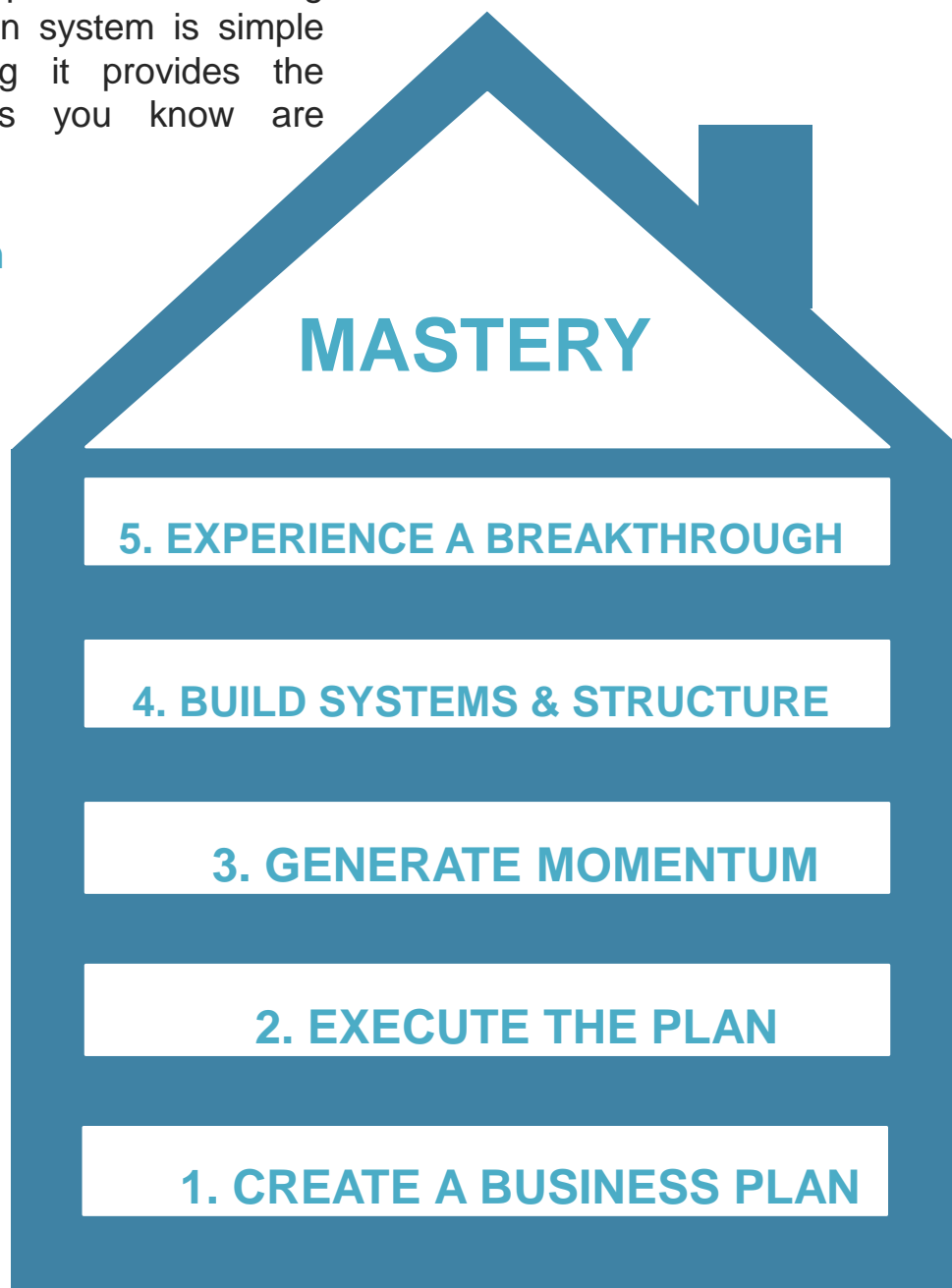


It Gets Even Better...Our agents earn more income and take more time off to enjoy the things they love to do outside of work. They live balanced lives.

PHASES OF REAL ESTATE MASTERY

“Real Estate Mastery occurs when you commit to getting more out of life and you take a systematic approach to achieving it. Our proven system is simple and following it provides the breakthroughs you know are possible.”

- Jeff Quintin



THE FORMULA FOR REAL ESTATE MASTERY

OUR AGENTS RECEIVE MULTIPLE LEVELS OF COACHING AND MARKETING SUPPORT- FREE

✓ *Coaching*

- One on one individual coaching tips
- Weekly LIVE coaching sessions
- Weekly coaching calls
- (4-1-1)
- One on One Business Planning

✓ *Structured Training*

- **90 Day Agent Jumpstart Program**
Extensive online interactive training for listing and buyers agents
- **Mentoring Program**
Daily shadowing of top producing agents
Role Play with top producing agents
- **Support**
Daily access to Jeff Quintin & Senior Leadership
- **Accountability**
Daily activity tracking designed for fast & consistent growth

✓ *World Class Lead Follow Up Systems*

- Sophisticated lead follow up that allows you to **FOLLOW UP IN YOUR SLEEP.**
- Smart Technology helps you identify those ready to make a move **BEFORE YOUR COMPETITION DOES.**
- Powerful Real Estate content delivered automatically to your database.
- Designed to position you as the **EXPERT** to your database.

✓ *Company Generated Leads*

- Online Market Domination through multiple branded and non-branded websites.

- Tried and True systems that allow you to get deals right away, instead of investing money before you've made any.
- The Result? Higher Quality Leads delivered quickly, allowing for a quicker response time.

✓ *Seller Marketing Plans:*

- We create a customized Listing Marketing Plan for you to share with your seller leads. Gain instant credibility once your prospect sees that you actually have a structured plan for getting their property sold. Credibility leads to conversion.

✓ *Power of the Keller Williams Global Brand*

- #1 industry leader in All Categories.
- KW offers a complete set of Marketing, business support and Income Generating Tools. All Free to our agents.
- FREE website for all of our agents.

WE BELIEVE IN SUPPORTING OUR AGENTS

TAKE ADVANTAGE OF OUR COMPANY PROVIDED STAFFING SERVICES

✓ *Contract Closing Department with a combined 35 years experience.*

No more dealing with home inspections, lenders and attorneys. Let us push the paper so you can go out and work with more clients.

✓ *Listing Coordinator – Saves You Time*

We input your listings so you don't have to. Again, we want you to have the freedom to work with more clients so you can maximize your income.

✓ *Call Coordinator and Showing Assist*

No need to worry about setting up showings. Our trained staff does this for you and assures that you and your sellers get feedback after the showings. Saves you time and makes you look like a Star in the eyes of your clients.

✓ *Website Administration*

Our websites rank higher in Google than any company in our market. We own websites that are ranked at the top for the major real estate search terms. Take advantage of the hundreds of leads that we capture each week.

✓ *Social Media Planning*

Social Media works when you work it correctly. Let us share with you how to build a powerful Identity over various Social Media Channels.

✓ *Data Analyst*

We collect and review market data daily. We are committed to offering you the best insight of the market as well as your personal business. Our COO is available to review your numbers and share with you how you can get to the next level.

We make it easy to be a Top Producer

WHAT DO OUR AGENTS SAY ABOUT US?



Rob Skeels
Sales Agent

“Starting at The Quintin Group as an intern my sophomore year of college, I knew it was a work environment I wanted to be a part of. Since graduating two years later I joined the team where I learned the importance of goal setting and the process it takes to achieve such goals. Six months after being an Inside Sales Associate, learning the systems and being mentored by each and everyone on the team, I transitioned into an agent. The sales system and the willingness to teach me, lead me to take a listing as well as a full price offer and buyer under contract within my first week as an agent..”

Jennifer Haverly
Sales Agent



“Joining The Quintin Group has been a great business decision and strong strategic move for my career for personal growth in the Real Estate business. I am surrounded by the most efficient closers in the business and am able to truly focus on what matters most - making the money I want to make. With the best systems and administrative support backing me, I am continuing to grow as a salesperson on a daily basis. Closing more deals than ever, and ultimately making more money. My daily checklist of "to-dos" is streamlined so I can focus on what matters most. Motivating, uplifting, and competitive are three words I would use to describe the atmosphere here at The Quintin Group.”

WHAT DO OUR AGENTS SAY ABOUT US?



David Bachman

Sales Agent

“When I first got licensed I started out as an Inside Sales Associate. Then after about 9 months, I became script certified and became a sales agent. In my first month I sold 4 homes! Then I realized I wanted to concentrate on sellers and listing property, so I became a listing agent. Today I average over 90 homes sold per year, within only 3 years in the business. The Quintin Group has taught and coached me on how to be most efficient, and to make the most money in the least amount of time. I have a clear career path ahead and looking forward to continued growth with this organization.”



Frank Levin

Sales Agent

“I first got in the real estate business primarily as a rental agent, with a dominant rental company. I realized I wanted more than to be a rental agent and wanted to sell. The opportunity came to me to join The Quintin Group. Jeff and his sales system has taught me the skills, mindset, and discipline to be one of the top agents in southern NJ. I have been with the team for now over 14 years, and have consistently sold over 50 homes per year, work 5 days a weeks, go on vacations and enjoy my weekends with my wife and 2 active boys.”

WHAT DO OUR AGENTS SAY ABOUT US?



Shaunte Proctor

Sales Agent – Expansion Partner

"I have been a Realtor for 17 years and I have experienced the ups and downs, the roller coaster ride of real estate. When I joined The Quintin Group last May, my whole life changed! I have consistency in my business. I am able to focus on what matters most: lead generation, going on appointments and closing deals!! In December alone I closed 6 transactions and generated 5 figures! Every month subsequent has been a consistent flow and I am able to take two days off a week. I am now able to live a life worth living. The coaching, administrative support and accountability has been a game changer for me!"



Lauren Harris

Executive Assistant

"What makes The Quintin Group stand out is that every single employee has a stake in the company's success. We are very team-driven, and we operate in a way that puts collective goals ahead of individual glory. In 3 years we have grown very quickly, and we continue to succeed because we are a nimble organization that can rise to any challenge we may face. Everyone at The Quintin Group is smart, energetic, and fun to work with. We love what we do, and it shows in the strong relationships we have built with our clients and customers."

WHAT DO OUR AGENTS SAY ABOUT US?



Jill Fluharty

Sales Agent

“Since joining The Quintin Group 1 year ago I have been able to more than double my production. The training, accountability and support has been instrumental in my growth. Using what I have learned as well as the support of this team I will triple my production in the coming year. This has allowed me to begin to live the life that I am designing for myself and my family as well as helping those around me.”



Niya Thompson

Sales Agent

“Anyone who wants to succeed in real estate as a full time agent, The Quintin Group is definitely where you need to be! It is no coincidence that this team is one of the best in the country. The Quintin Group Sales System puts a huge emphasis not only career development but our overall development as individuals. Jeff makes it his personal mission to ensure that all team members succeed. If you want to become a better person and a FANTASTIC agent, The Quintin Group is your best bet! I would especially recommend new agents to join the team to really kickstart your business!”

WHAT DO OUR AGENTS SAY ABOUT US?



Scott Bluth

Chief Operating Officer

"As a new employee with long-standing roots in a different industry, the transition to The Quintin Group has been a seamless one. The team environment is one of the best I've worked in during my career spanning over 30 years. What's the secret sauce? Jeff Quintin and the people of talented agents and staff. Jeff is a tireless leader who invests his time into each of his employees. The team is dedicated to having a best in class work culture and each employee is equally invested in the company. Best decision I ever made was joining this team."

Chris Lewandowski

Closing Manager



"Joining The Quintin Group is one of the best decisions I have made in my career. The Team's Sales Agents and Administrative Team are very knowledgeable in their fields and work well together so that the clients are provided with top notch service from the beginning to the end of the transaction and after. We literally take the term "There is NO I in team" seriously. I have witnessed several agents who have joined The Quintin Group double and most times triple their production from when they worked on their own. The team has the tools and know how which means success for the WHOLE team. If you are looking to be beyond successful in your real estate career - The Quintin Group is the place to be!"

FREQUENTLY ASKED QUESTIONS

Q:

How is your company different?

A: We focus on serving our agents. Our goal is to Empower Our Agents with the Support, Tools and Resources necessary to reach the goals you desire. We have a background in real estate agent coaching and offer our knowledge and experiences free of charge. The bottom line: We are committed to your success.

Q:

Do I have to set high goals in order to work for your company?

A: Your goals are your choice. Our goal is to help you reach the level you want to hit. You tell us the goal and we will help you get there. Rather it is 10 closed transactions or 100+, you get the same support.

Q:

Do I have to prospect?

A: LOL...This is probably what everyone is telling you. We will teach how to fish and communicate effectively to find business. However, there are so many ways to generate leads and prospecting is just one. Once we sit down and talk, we will design a plan of action that fits your personality.

Q:

Will I have to work set hours? How many hours do I have to work?

A: We typically hire full time agents, we are here to listen to your goals and desires and help you design a business plan and schedule to achieve it. Our agents succeed at the highest level with structure of doing the best activity in your schedule.

Q:

Will I have to spend a lot of money on marketing in order to be a Top Producer?

A: NO! We believe in coaching our agents on building a PROFITABLE business. Too many BIG PRODUCERS are focused on their image and forget about the profits. We will guide you in making spending decisions. If you cannot track a great ROI than we suggest you keep your money in your pocket.

FREQUENTLY ASKED QUESTIONS

Q:

Will you hire someone that is new to the business or is only doing a few deals per year?

A: Absolutely! We do not judge a person by the number of transactions they do. As a matter of fact, we do not see agents as numbers. We see agents as people and focus on helping them get what they want out of their business.

Q:

Why are your agents selling more real estate than the agents at others companies?

A: We coach our agents on building an efficient business. We expose them to multiple generating sources and assist in building systems where business flows to them versus having them chase it all the time. This is just one of the reasons why they are out producing the other companies. Our agents work smarter than harder.

Q:

Do you make your agents get up at 5am to workout?

A: Believe it or not, I get this question all of the time. The answer is NO. I do not make my agents do anything. I believe agents should have the freedom to make their own schedule and what they do on their own time is their business. As a company, we support our agents in all areas of life.

Q:

Do I have to be a salesperson to join your team?

A: We are not looking for aggressive sales people to join our team. Our mission is to consult the consumer. If you are committed to adding value to buyers and sellers by offering them your knowledge then you are a great candidate for our office. Focus on SERVING, not SELLING!

Call us TODAY!
609.398.5333

*Call for
confidential interview*



THE QUINTIN GROUP SALES SYSTEM