



“Coach Jackie” Leavenworth

International Trainer | Speaker | Coach

Turn Low Inventory Into High Opportunity Learn to Thrive in Any Market

2 Types of Agents

2 Ways to Generate Business

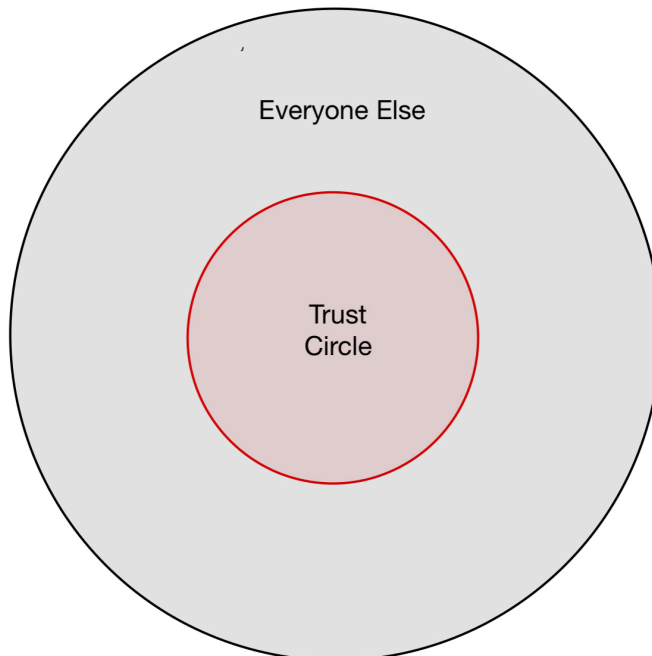
Identify Future Listing Opportunities

Passive

Active

2 Step Database Organization

Circle of Influence



5 Step Strategy for COI & Trust Circle

COI
12 _____

12 _____

Trust Circle
12 _____

12 _____

4 _____

4 _____

2 _____

Overcome Seller Fears

Seller Fear

- Owning ___ homes

Seller Fear

- Owning ___ homes

Notes: _____

Coach Agents to Overcome Seller Fears

Seller Fear

- Owning ___ homes

Seller Fear

- Owning ___ homes

Notes: _____



Coach
Jackie Leavenworth



"Engaging entertaining. Energetic Exceptional.
Inspiring. she left me speechless, awestruck and
wanting more!!!"

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