



Greg and Kim Umber started G & K Home Realty Team to help others and the whole team succeed in the Real Estate Business.

Our first year in the Real Estate Industry in Texas where we knew no one was Covid but we produced over 100k. Our 2nd year we ended with over 7MM in transactions banking over 200k. 2022 we have over 7MM in buyers and listings in our pipeline. Our background experience in building business is what makes us different in the Market Place. Our belief in treasuring relationships while serving others and building business for generations to come is crucial. We will bring you in to collaborate with us on our transactions and Greg or Kim will take you on showings to show you the Professional Realtor steps to take when showing property.

Marketing:

- a. Please check out the website that is available for our team to use for clients. Gandkhomerealtyteam.com Please feel free to share the website with anyone you know, and we will talk immediately on these referrals received.
- b. Marketing signage will be provided with G & K Home Realty Team logo and your name and phone number on a rider for all your listings..
- c. Agents will build your own leads database and you will have these contacts for your future. This is unlimited.
- d. Feel free to use our team's name but there is no requirement to do so.

Leads:

- a. Set Schedule leads are provided of over 50-100 per month. We pay Set Schedule 20% commission and at closing will pay us 10% thus you receive 70% commission split.
- b. Lender Social Media leads are provided daily and will be at our set commission split. We have access to more leads if we can manage it.

Kim Meetings

- a. Meeting with Kim each week one on one or with our team as we will go over best practices and innovative ideas to help you build business.
- b. Kim has developed marketing plans for banks and title companies and will help you create your own plan that will last for years.
- c. Pop by Monthly planning meeting
- d. Coordinated Delivery days for Pop by
- e. 2 Yearly Client Appreciations – 1 in May and 1 in November
- f. Open House Success Training
- g. Hands on Files Training

- h. Hands on Showings Training with opportunity for showing commission and opening door fees

Greg Meetings

- a. Technologies
- b. Contracts- Hands On
- c. Inspection and Appraisal -Hands On
- d. Negotiations

Team Extra Benefits:

Brian Buffini – 100 days of Greatness is available.

Buffini Mastermind team meetings lead by Judy McGraw meets one time a month.

Buffini Mastermind conference paid for by team. One time per year when they are in Dallas.

Annual Incentives possible.

We will go through your training and recommend next steps to your career when you are ready such as Certifications.

If you are interested in joining our team call or text Kim at 817-907-5672 to set up a time to talk.