



Elite Club

Featured Member:

Dean Thomas

1. How long have you worked in title sales? What company do you work for?
12 years – Chicago Title
2. How do you stay on top of your goals every month, business and personal? How many months this year have you reached your goals?
I try to have a daily and weekly (more common) reality check. To see what needs more attention. And see where my energy is lacking in my nucleus of growth. Time blocking is the key. I hit my Goals 9 out of the 11 months this year.
3. What is the #1 thing that gets you an appointment with a target?
I call or speak to them in person about the challenges and successes they are experiencing in their Business. I use the “Boxing Technique” that I learned in Elite coaching.
4. How do you go after a TOP producer?
Persistence and Presence. I try to bring a fresh perspective and new approach every time I am in communication with them to create an opening and show them the necessity of being a business partner with me and my Team.
5. What weakness did you overcome while you were in coaching? **Weakness in Mindset, Confidence and owning my potential for success on a daily basis in my business and personal life.**
How is it different as of today?
I am consistently more confident and positive, and always strive to have a majority vote of strength and awareness with everything. Gratitude is key.
6. How do you stay motivated if business slows down?
I learn new tools and resources to offer my Clients and Targets from ITS Connect.
What do you do to pick it back up?
Analyze data, and check in with any clients I may have lost or haven’t seen in a while, and show appreciation to my top clients.
7. What do you do to keep a strong relationship with your team?
Stay Positive! Check in with everyone on my team two to three times a day. Stay involved with any challenges or successes. Communicate with them about the pulse of the market. Satisfy and fulfill any food cravings and necessities!
8. What are some takes-aways or systems that you implement from coaching that work well?
The “Elite Database”. Making task lists every day, making gap time in my timeline. Being better at Eye contact! Calling and texting more with clients and prospects.
9. What script works the best for you? **I always watch Lisa and Steve’s videos from the Elite Club website for nuggets to incorporate in my scripts.** Do you have a go to script or line you use?
“I consistently strive to be a partner with all of my clients on the road to success, and after 12 years in the industry I am confident I will be a part of your success.”
10. What advice do you have for someone who really wants to grow their business?
What should they do every day?

Know you are a Business to Business professional, not a “Rep”. Learn from other Successful people. Create relevancy in your market place and integrate it into the Culture of that Market. Be yourself and reinforce your Brand consistently.

Time Block, call/email/text your clients on open and closed transactions. Do a P.E.P. for all Non Directing clients.

11. What’s the highest closing month you have ever had in your career?

Why do you think that was? What did you do different other than any market increase?

612K. It was also the highest Market share to date in a single month.

It was a very active month in the market for sure, but was a culmination of efforts to reap the benefits of the market increase. I feel it was a result of having an amazing team, and going through the Elite VIP Coaching program the year before and being a part of the Elite Club.