

Million Dollar Agent Growth Model

STAGE	GCI	FOCUS
7 Figure Agent	1,000,000	<ul style="list-style-type: none"> • Business Unit • Coaching your team • Recruitment
Advanced	750,000	<ul style="list-style-type: none"> • Team Structure • Culture management • Defined roles
Brand Agent	500,000	<ul style="list-style-type: none"> • Attraction • Video • Digital footprint • Social footprint • Community
Intermediate	400,000	<ul style="list-style-type: none"> • PA • Staff management • Outsource weakness • Work strength
Year 3	300,000	<ul style="list-style-type: none"> • Fine Tune • Systems • Process
Year 2	200,000	<ul style="list-style-type: none"> • Learn • Lunch with mentors • Million dollar agent podcast
Beginner	120,000	<ul style="list-style-type: none"> • Chase • 4 hours prospecting per day • Hustling • Anniversary calls • Expired listings