



# Building Business & Time Management Presentation Slides- by Josh Cadillac

***KAR will not provide printed copies of  
class materials at the conference.***



Security 1<sup>st</sup> Title

# We Protect Property Rights.

Security 1st Title offers licensed and trained professionals to assist you with your title and closing needs. Our local experienced staff delivers exceptional service to protect property rights of homeowners and lenders.

## PRODUCTS AND SERVICES:

Residential and Commercial Transactions  
Purchases and Refinances | New Construction  
Foreclosure | Short Sales | HUD  
Escrow Contract Servicing | 1031 Exchanges

VISIT US ONLINE AT [WWW.SECURITY1ST.COM](http://WWW.SECURITY1ST.COM)



**YOUR  
KITCHEN  
GUY**

Blaine Rodman  
Independent Cutco Sales Representative  
blainerodman@knivesforlife.com

Want to increase referrals and repeat business? Why not market yourself daily and remain top of mind with your clients by giving them a closing gift they will love and continuously use? Cutco – it's smart marketing no matter how you slice it!



***Your clients will always remember who their REALTOR® is!***



**SCAN ME**

Download your  
handout now

## ACE Business Building & Time Management

HOW TO PLAN, MANAGE & ADVERTISE A  
STRONG REAL ESTATE BUSINESS

1

---

---

---

---

---


---

---

---

---

---



Why should we listen to  
you?

**A LITTLE BIT  
ABOUT  
me...**

Joshua Cadillac  
Broker Associate

ACE, CCIM, CDPE, MCNE, CRS, CRB, ABR, GRI, RENE, SRES, RSPS, GREEN, MRP,  
CSSA, CCFA, CIAS, e-Pro, SFR, BPO-R, C-RETS, CFA Master, TRC,  
CDEI, CVP, LMB, AHWD, C-Rep, M-rep, CPMS, CIPS, DPP  
CAM, LGC, LHI, Lead AP, RRP, LMA, LMR  
Top selling agent since 2008  
Creator of "The ACE (Accredited Closing Expert)" Series of Courses  
Author of "Close for Life" & "The Roadmap to the American Dream"  
Own several companies  
Run a real estate investment fund  
Networking

2

---

---

---

---

---


---

---

---

---

---



WITH JOSH CADILLAC

ACE 101: The Essential Handout for New Agents (2024)	ACE Lead (2024)	ACE Marketing: From Marketing to Selling (2024)	ACE Negotiate & Close (2024)	ACE Property & Market New Leads Acquisition Strategy (2024)	ACE Marketing Strategy (2024)	ACE Lead (2024)	ACE Marketing Lead (2024)	ACE Closing: Closing with Confidence (2024)
ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)
Commercial Investment Strategy (2024)	Commercial Investment Strategy (2024)	Advanced Commercial Investment Strategy (2024)	Commercial Investment Strategy (2024)	ACE Training with the Real Estate (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)
ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)	ACE Business & Marketing Strategy (2024)

Close4life.com

3

---

---

---

---

---

---

---

---

---

---



4

---

---

---

---

---

---

---

---



5

---

---

---

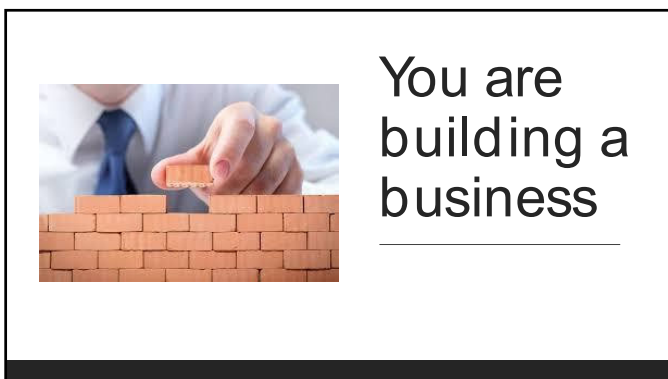
---

---

---

---

---



6

---

---

---

---

---

---

---

---

Don't settle for the minimum



7

---

---

---

---

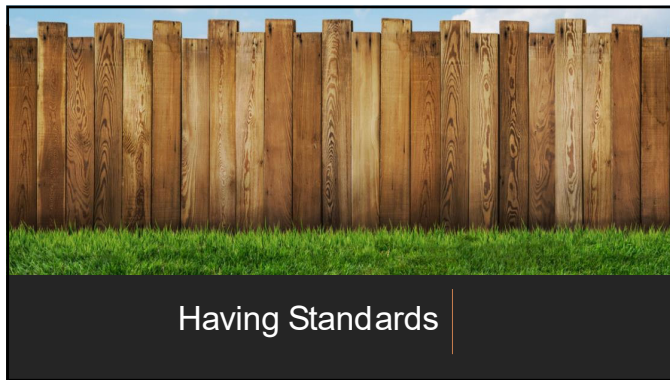
---

---

---

---

Having Standards



8

---

---

---

---

---

---

---

---

Here's the inside of an iPhone 11



Remind me:  
Who was the first Trillion Dollar company again?

9

---

---

---

---

---

---

---

---

Who gets the blame or the credit?



10

---

---

---

---

---

---

---

---

Self discipline is needed



11

---

---

---

---

---

---

---

---



Chapter 2

Setting standards to improve customer service

12

---

---

---

---

---

---

---

---





13

---

---

---

---

---

---

---

---



14

---

---

---

---

---

---

---

---



15

---

---

---

---

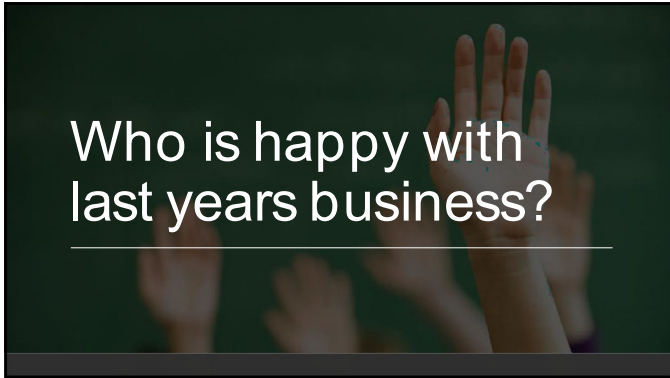
---

---

---

---





16

---

---

---

---

---

---

---

---

### Famous Failures

---

Michael Jordan –Cut from his high school basketball team  
Albert Einstein - Couldn't speak till age four and was told he'd never amount to much  
Oprah - Demoted as an anchor because she was told "she wasn't fit for television"  
Walt Disney –Fired from a newspaper for Lacking imagination  
Lionel Messi –Cut from his team at age 11 for a medical condition  
Steve Jobs –Lost his company at age 30  
Thomas Edison –Teacher said "he was too stupid to learn anything"  
Abraham Lincoln – Business failure, Nervous breakdown, lost 8 elections

17

---

---

---

---

---

---

---

---

### How would you like to do more?

---

How Much?

18

---

---

---

---

---


---

---

---

### How will you get there?

- Listings
- Buyers
- Renters
- Investors
- Online leads
- Sphere of influence
- Conversion
- Start Driving Uber



---

---

---

---

---

---

---

---

19

### Keep in mind

If it doesn't challenge you, it won't change you.

---

---

---

---


---

---

---

---

20



### Setting intermediate goals

---

---

---

---

---

---

---

---

21

**CLOSE4LIFE**  
WITH JOSH CADILLAC

**Get On Track... And STAY THERE.**

Track and Improve Your Own **HABITS, WORK ETHIC, & BUSINESS PRACTICES** with a fantastic and useful PDF Guide and Video

22

---

---

---

---

---

---

---

---

**Chapter 3**  
Time management & Systems

23

---

---

---

---

---

---

---

---

**Time management**

24

---

---

---

---

---

---

---

---



### Dividing time well

- Showing property
- Working on leads
- Advertising
- Networking
- Education
- Staying current on laws
- Business building
- Making it to Happy Hour on time

25

---

---

---


---

---

---

---

---



### Setting up systems

26

---

---

---


---

---

---

---

---



### A place for everything & everything in its place.

27

---

---

---

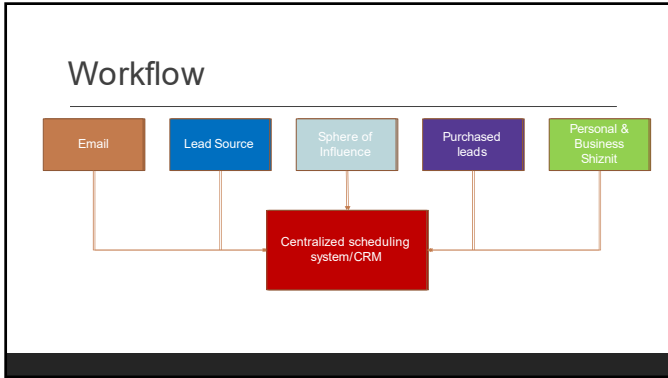
---

---

---

---

---



28

---

---

---

---

---

---

---

---

### Lead Source to CRM

Lead comes into Lead source  
 gets called immediately  
 no answer: goes into CRM with follow up for tomorrow if for 10 days  
 you speak: goes into CRM with follow up for a more relevant date  
 They don't answer after ten days: you reschedule them for a later date (30-45 days)  
 You see them log into lead source: you call them  
 They don't answer: you set them back up for next day follow up  
 They do answer: goes into CRM with follow up for a more relevant date

29

---

---

---

---

---

---

---

---



### Email to CRM

Email comes in  
 It is trash: it is deleted  
 Requires immediate action & then can be deleted (correct your listing from MLS)  
 No action required but should be saved: goes to your file for whatever it is associated with  
 Requires immediate action and then should be saved.  
 Requires action but not immediately. (call so and so later today)  
 Creates a task in your CRM and then is deleted if not needed and is saved if it should be

30

---

---

---

---

---

---

---

---



31

---

---

---

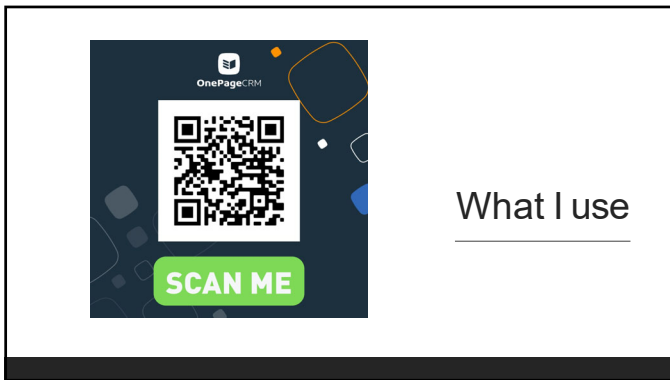
---

---

---

---

---



32

---

---

---

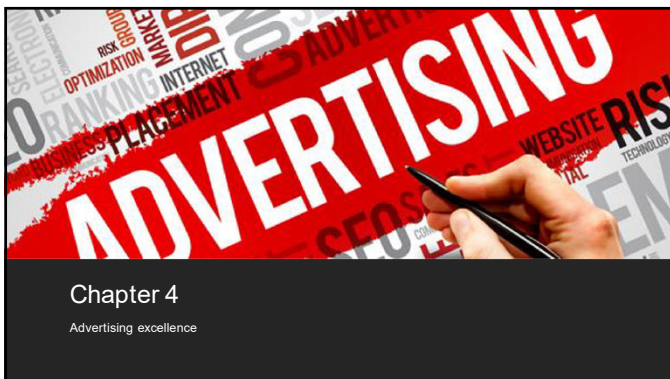
---

---

---

---

---



33

---

---

---


---

---

---

---

---



**It starts with the customer**

---

What do they need to know  
Explain it to them well  
How would I want it explained to me  
What was it like when I didn't know this

34

---

---

---

---


---

---

---

---

What do they need to know



35

---

---

---


---

---

---

---

---



**Explain it to them well**

---

36

---

---

---

---

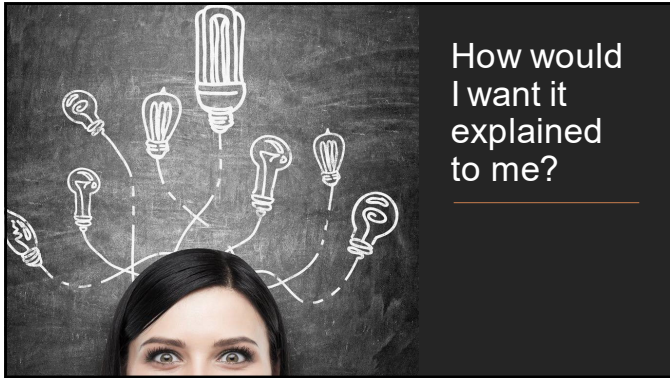
---

---

---

---





37

---

---

---

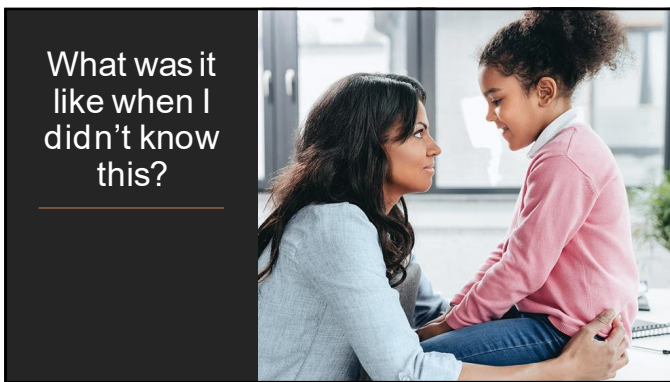
---

---

---

---

---



38

---

---

---

---

---

---

---

---



39

---

---

---

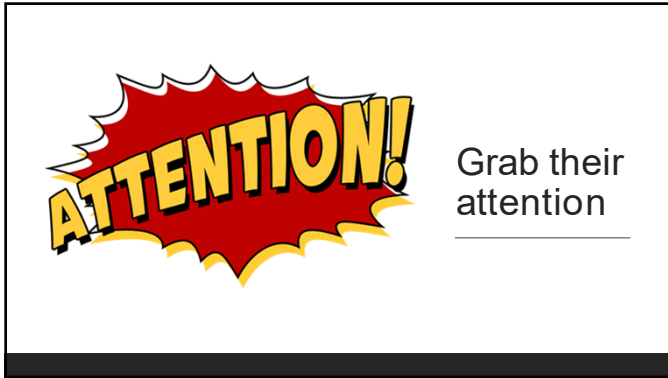
---

---

---

---

---



40

---

---

---

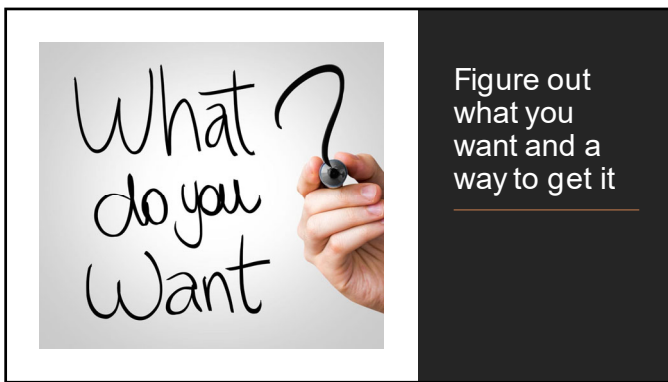
---

---

---

---

---



41

---

---

---

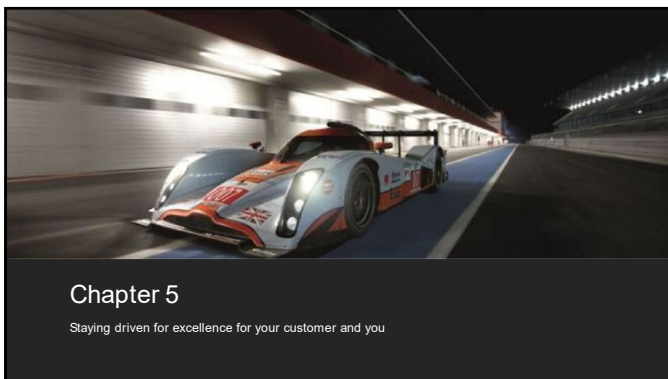
---

---

---

---

---



42

---

---

---

---

---

---

---

---



**Staying motivated**  
Make a list of reasons you want to reach your goal

WRITE THIS IN PEN. IT MORE FULLY ENGAGES THE BRAIN THAN TYPING IT WOULD

43

---

---

---

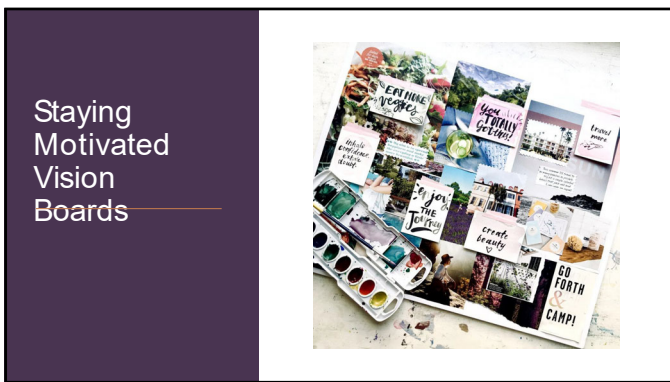
---

---

---

---

---



**Staying Motivated Vision Boards**

44

---

---

---

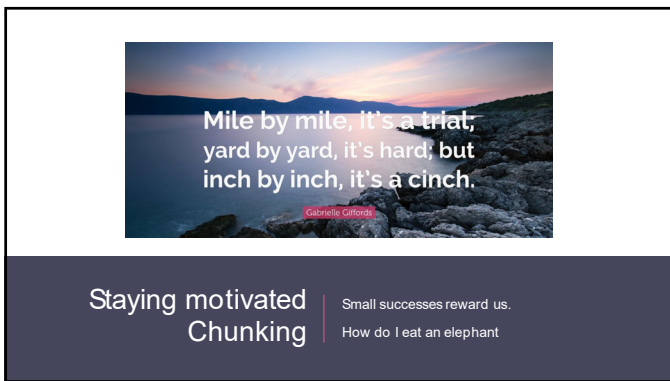
---

---

---

---

---



**Staying motivated**  
**Chunking**

Small successes reward us.  
How do I eat an elephant

45

---

---

---

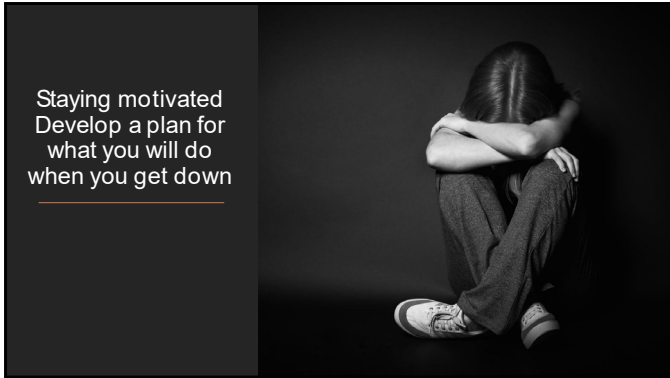
---

---

---

---

---



46

---

---

---

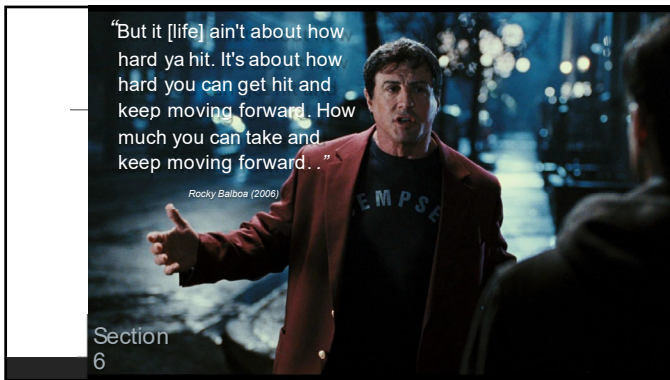
---

---

---

---

---



47

---

---

---

---

---

---

---

---



48

---

---

---

---

---

---

---

---

**Staying motivated**  
**Play to your own drum**  
DON'T LET PRAISE OR CRITICISM KNOCK YOU OFF COURSE



49

---

---

---

---

---


---

---

---

**Staying Motivated**  
**Stay dissatisfied**

- Act
- Start Small
- Be accountable



50

---

---

---

---

---

---

---

---



**Staying motivated**

51

---

---

---

---

---

---

---

---

THE **HARDER**  
YOU WORK FOR  
SOMETHING, THE  
**GREATER** YOU'LL  
FEEL WHEN YOU  
ACHIEVE IT.

Final  
thought

52

---

---

---

---

---

---

---

---

**YOUR  
SUCCESS  
YOUR  
WAY.**

**ENROLL TODAY!**



53

---

---

---


---

---

---

---

---



54

---

---

---

---

---

---

---

---

