

## Benefits of a Single Agent vs Team

1. Get to know the client really well (stronger relationship)
2. Possibility of developing a lifetime friendship
3. Can fulfill all 6 needs
4. Build a rapport
5. Generate more loyalty from the client
6. Speed in which answers to questions are received
7. No conflict if chosen correctly
8. Don't have to repeat & re-educate to bring up to speed
9. Client doesn't have to repeat life story
10. No confusion
11. Client doesn't feel pushed off
12. Client may not bond with others in a team
13. Team has weaker links
14. Expert record keeping
15. Nothing falls through the cracks
16. Knowledgeable, personal follow up
17. One point of contact / consistency
18. More personal experience for the client (doesn't feel like just a 'number')
19. No dropped info
20. Easier to get ahold of
21. All commissions paid to you
22. Easy to make decisions (re: signs, cards, marketing, branding)
23. Have total control
24. Don't have to teach anyone
25. Work from home
26. Privacy / confidentiality
27. More efficient because don't have to communicate with all team members
28. More accountability
29. Less accountability
30. No staff turnover
31. May be more flexible on commissions
32. Set your own hours
33. No juggling for 'tack' time
34. Can have different Realtors cover for you
35. No one to blame but yourself (no apologies for others)
36. More flexible to adapt to changes along the way