

— PROCESS & TEAM

Leverage the efficiency.

Why small and intentional is better than one — or many.

The structure of the team behind your sale matters as much as the agent's name on the sign. Here is the model I have built, why it is different from a solo agent or a volume team, and what it means for the way your transaction is handled.

Las Vegas • Henderson • Summerlin

EXP REALTY • REALTOR / BROKER • NEGOTIATION SPECIALIST

RESOURCE SERIES

Billy O'Keefe Real Estate
Seller Education Materials

The *Model*

A small group, each with a specific role, built for execution — not volume.

Why small & intentional beats *one* — or many.

The difference between an individual agent, a volume team, and the structure I have built.

It is really important to understand the different nuances between individual agents and "teams." An individual agent will not have the time or energy to efficiently and skillfully manage all of the complexities that come with the sales process, along with the dozens of other things that a real estate agent needs to do from an operational standpoint to keep a successful business going.

The trade-off with large teams.

Then you have the big teams that tout big numbers collectively, which sounds impressive — but the team leader, the one with the most talent to negotiate and solve problems, is spread thin from the volume of business and constant personnel issues. You wind up dealing with several different people from the team during the process who are not nearly as experienced, and the lack of continuity leads to frustration and lackluster results. In essence, the team leader will earn your business and then pass you off to underlings to handle the rest of the process.

The model I have built.

My business model is very unique and effective. I have put together a very small group where each person has a specific role in the process to maximize efficiency, which gives us the ability to provide a very high level of service and maximum results.

Even though I am the CEO of the group, **I am always the main point of contact** and I am kept in the loop with everything that is going on during the entire process. I am the one who will always handle the important conversations, the negotiations, the analytics, and the problem solving. These are all my specialty.

You will never get lost in the volume of a team because we do not take on more clients than we can efficiently handle. My goal at the end of the sale is for you to be so happy about the process and the results that you are willing to leave a 5-star review without thinking twice. To accomplish that we have to keep everything from start to finish at a very high level. I think you will find my model to be the best when it comes to quality of service and results. I guarantee it.

“Billy and his team are the ultimate professionals. Billy’s knowledge of the Las Vegas market made selling our home fast, easy, and well above asking price. I highly recommend Billy O’Keefe.”

— KAREN CARDINAL · RECENT CLIENT