



BUILDING YOUR TEAM TO SCALE

NMLS #: 350215

mortgagebox



**IT ALL STARTS
WITH HOW YOU
SPEND YOUR
TIME**

#MORTGAGEBOXU

EXERCISE: CALCULATE YOUR CURRENT OR DESIRED PAY

\$100K/YEAR = \$50/HOUR

\$300K/YEAR = \$150/HOUR

\$500K/YEAR = \$250/HOUR

\$750K/YEAR = \$375/HOUR

\$1 MILL/YEAR = \$500/HOUR

IT'S TIME TO STOP
DOING \$10/HOUR
ACTIVITIES

FIVE STRATEGIES FOR SCALING YOUR BUSINESS

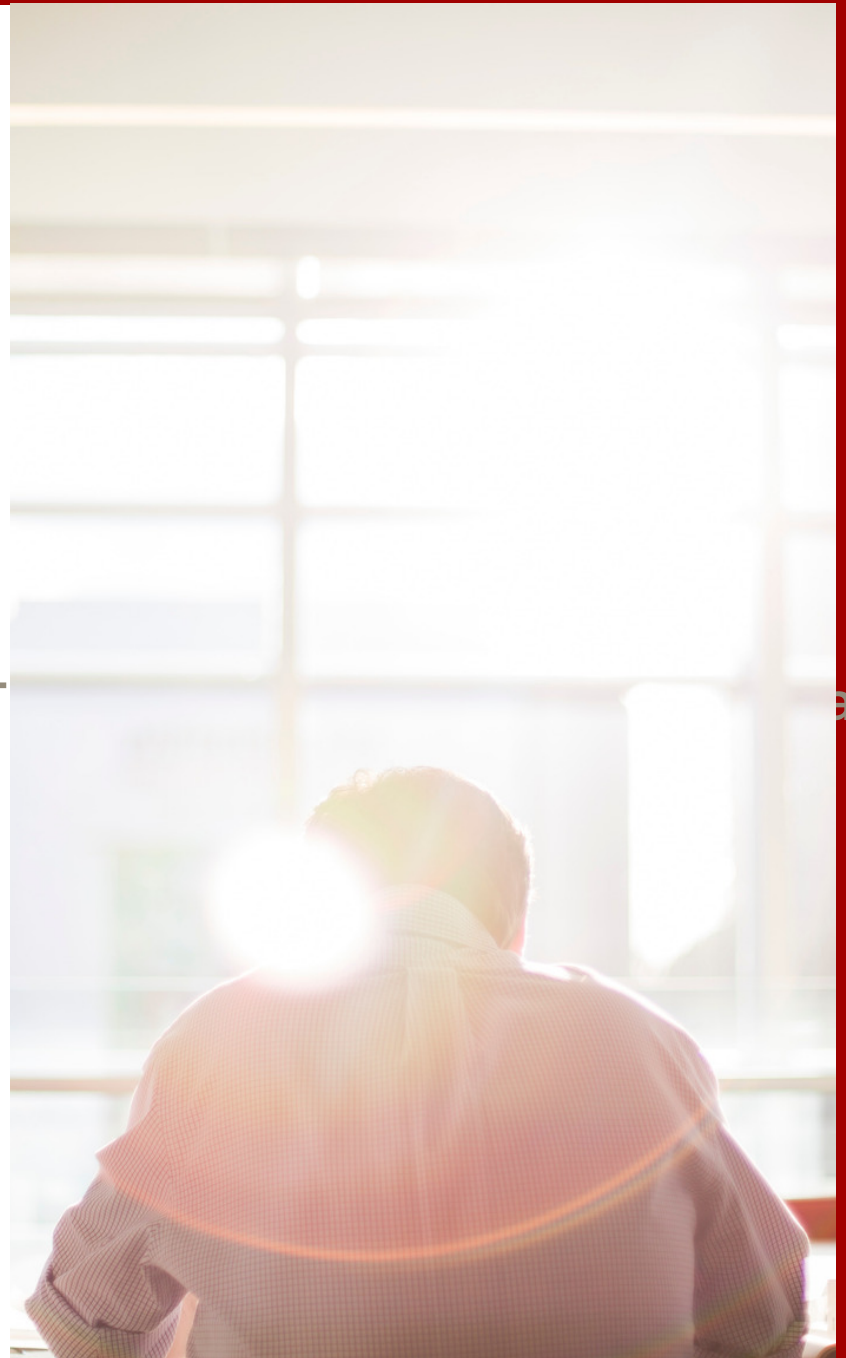
**1. INVEST BACK
INTO YOUR
BUSINESS:**

**HOCKEY STICK
GROWTH**



2. HIRE AN ASSISTANT

This person will protect your TEA: T tasks.



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3. AUTOMATE, AUTOMATE, AUTOMATE

- Create systems for tasks big and small, and use tools/your assistant to automate processes.
- Have team "power hours" for certain necessary but mundane tasks.
- Document and record everything that can be duplicated - this is absolutely key to scaling.
- If a basic system can't be duplicated, you need a new system.

“

NO PERSON WILL MAKE A
GREAT BUSINESS WHO
WANTS TO DO IT ALL
HIMSELF OR GET ALL THE
CREDIT.

-ANDREW CARNEGIE

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4. GIVE UP CONTROL

The ability to scale is directly tied to the ability to give up control!



5. REWARD YOUR EMPLOYEES

This doesn't always have to be monetary - think about what motivates your employees! You cannot overpay or over-reward your rock star team members.

BOOK TO READ

THE E-MYTH

BY: MICHAEL GERBER

QUESTIONS?

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