

MORTGAGE BOX UNIVERSITY

BUILDING YOUR TEAM
WORKBOOK

2018

NMLS #: 350215
MORTGAGEBOXNV.COM

BUILDING A TEAM

This week's exercise is about understanding how much you make (or want to make) per hour and evaluating how many hours per week are spent on different activities.

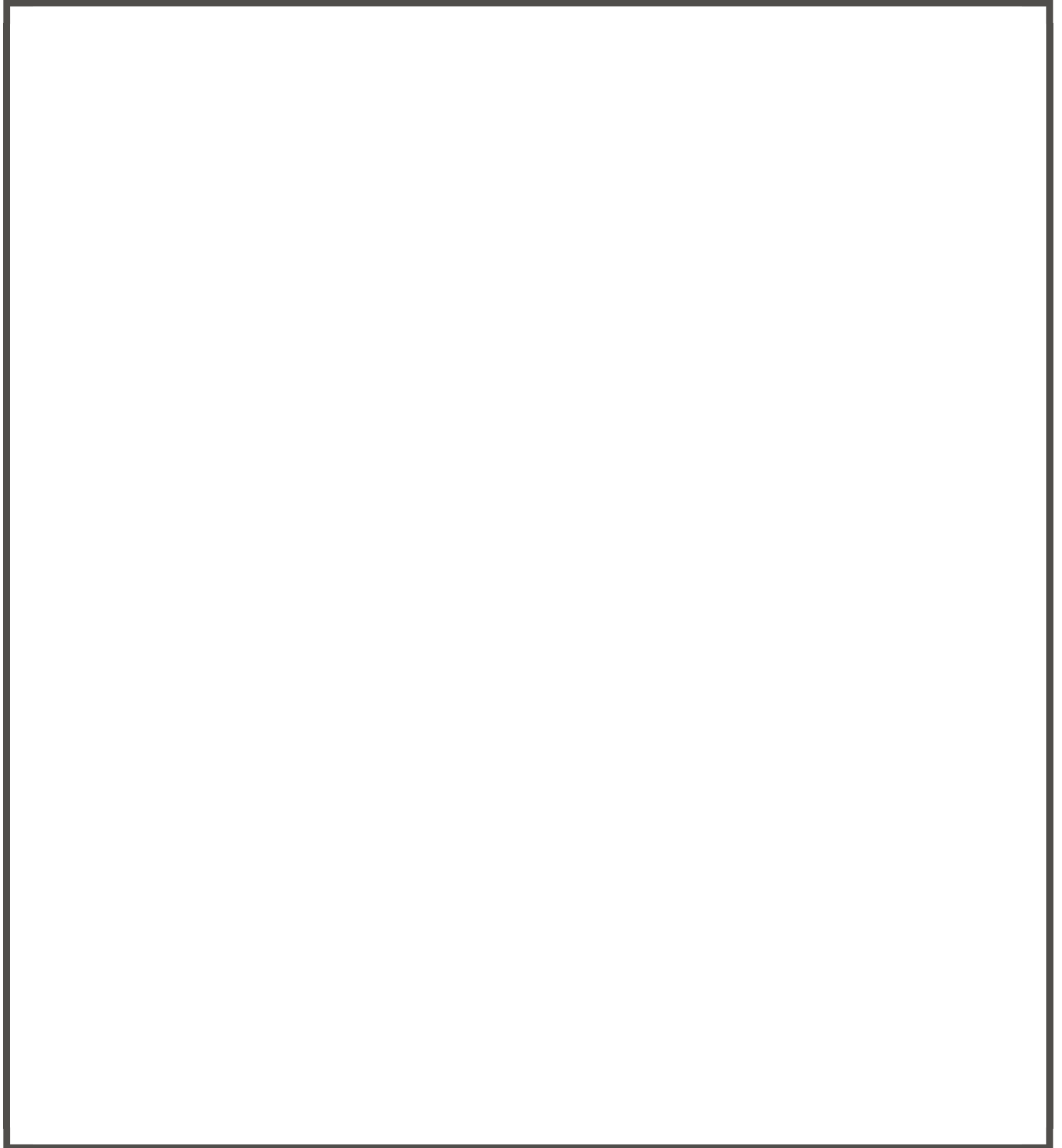
The goal is to look for opportunities to offload some tasks to existing employees. We'll also want to build an organizational chart to understand what roles can maximize your sales time, help your business scale, and run more smoothly overall.

How much do you make per hour? Hint: Look at slide 3 from this week's presentation for a breakdown of common salaries, or calculate your exact hourly rate by dividing your gross salary from the past year and dividing it by 2,000.

How many hours did you spend last week on activities that were below your hourly pay? Write them out below, along with what you think it would cost to pay someone to take on those tasks:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____

NOTES

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QUESTIONS?

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