

# TREI Accountability Chart

Visionary & Implementor :Sean Terry  
Developing New Revenue  
Find new marketing ideas  
Build relationships with JV

Chief Operating Officer: Sean Terry  
Sign Docs  
Assist in difficult situations with buyers or seller  
Managing  
Reporting:  
Pipeline Revenue  
Total Revenue for Last Week  
Expected Revenue for the Coming Week

Chief Financial Officer: Chelsea Faulds  
Pay all bills  
Manage Quickbooks  
Reporting:  
Total Dollars Spent on Market  
Weekly Income & Expense

Sales Rep AZ: Nate Cannon  
Making Offers and Getting Contr  
Reporting:  
# of Appts  
# of Offers  
# of Contracts  
\$ Contract Value

Lead Manager: JariBeth Payne  
Enter all data in Podio  
Manage Podio  
Set Appts for Sales Reps  
Send Offers Unmotivated Lead:  
Send Thank You Cards to Seller  
Manage Follow Up w/ CallLoop  
Reporting:  
# of Leads  
# of People Talked to  
# of Email Appts Made  
# of Contracts Accepted via En

Sales Rep Las Vegas: Patrick

Dispositions & Transaction Coordinator: Brandon Simmons  
Manage Transaction from Start to Finish  
Schedule Property Email Blasts  
Take Buyer Calls  
Sell Properties  
Update Database and White Board  
Client Relations  
Manage JV Deals  
Reporting:  
# of Closings Weekly  
\$ Future Weekly Revenue

Marketing Manager: JariBeth Payne  
Manage all Direct Mail Marketing Campaigns  
Manage DM Followup Campaigns  
Reporting:  
# of DM Sent

Self Generated Sales Rep AZ  
Generate Business by Calling on Pending Listings, Pocket Listings and FSBO  
Reporting:  
# of Contacts  
# of Offers  
# of Contracts  
\$ Contract Value