

# MISSING PERSONS REPORT

## EXPANSION REGIONAL DIRECTOR UNITED HOME GROUP

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We are looking for an Individual who takes risks and faces challenges head on, one that can/does use Emotion and Charm in their negotiation style. Somebody who can take charge and provide an accommodating, supportive attitude. Somebody who is comfortable with a Fast, Demanding pace and has a "BIG PICTURE" focus. A true "Team Leader" who is driven by being a part of something bigger than themselves. This person probably walks into a room with confidence, is conscious of physical fitness or intends to be physically fit. We are attracted to individuals that have likely played and/or competed in Team Sports and sees winning as an addiction. This person often is a type who really likes to be asked for help and isn't afraid to help others even when it is difficult.

- *The candidate is likely either in a committed relationship or strives to be in one. We often find people who had a challenging upbringing and "had to grow up fast" or were faced with "hard times" and came out of that fighting. This person likely has or desires to teach in large settings.*
- *For this position you must be Excited about recruiting as this Candidate will spend 40-60% of their day finding/ Attracting and following up new opportunities for expansion partners in their region.*
- *Must possess strong verbal and written communication skills, Rapport building and Negotiation skills. The best candidate is likely a strategic thinker/planner.*
- *This individual values being held accountable and this is demonstrated by showing up daily and being coachable. This person is Persistent and they often don't accept "NO" as the final answer and more as just an obstacle for today.*
- *This person has a high level of passion and dedication to succeed.*
- *1-3 minimum years of Real Estate sales leadership experience is preferred. Previous KW Team Leader &/or KW Regional Director or Operating Partner or Mega Agent is likely the very best fit.*



### The ideal candidate for this role could best be described as:

- *Probably walks into a room with confidence*
- *Probably is or intends to be physically fit*
- *Likely doesn't Balance their checkbook but knows how much they have at all times*
- *Probably is the person others look up to in a setting*
- *Likely played a competitive sport*
- *Might have had a difficult upbringing or 'had to grow up fast'*
- *Has probably spoke to, or taught in, a group setting or has the desire*
- *Wants to be given a chance*
- *Sees winning as an addiction*
- *Can win without needing to see another lose*
- *Is the type who likes to be asked for help*
- *Would enjoy being an instructor or teacher in our industry*
- *Have probably not made over 150K annually before*
- *Dress professionally naturally*
- *Probably has a spouse/life partner/ committed long term relationship*
- *May have been in the Principal's office growing up and not because they are a mean person*
- *Would enjoy being part of something bigger than themselves*
- *Excited to be part of something not done in our industry before*

### Core Job Duties:

#### The Regional Director is the "face of expansion of UHG" to a designated geographical area

The area(s) overlay directly the regions of KW Realty International.

- *Recruit up to 3 agents in each office of region we desire to be in*
- *Train/lead/coach agents to a target of 3 escrow monthly each*
- *Work with the KW Team Leaders in region to grow exposure / earn referrals*
- *Teaches/speaks in offices or regions as appropriate*
- *Weekly coaching calls or in person with each partner in the region*
- *Visit the UHG 'HUB' in Portland, OR 4 times annually*
- *Host a weekly group call/meeting with agents in region*
- *Provide disciplinary action as needed within region*
- *Work from a home office or office within a KW market center as appropriate*
- *Travel within region regularly whether by drive or air at own expense*
- *Gross gain of 3+ partners monthly during launch phase of region*