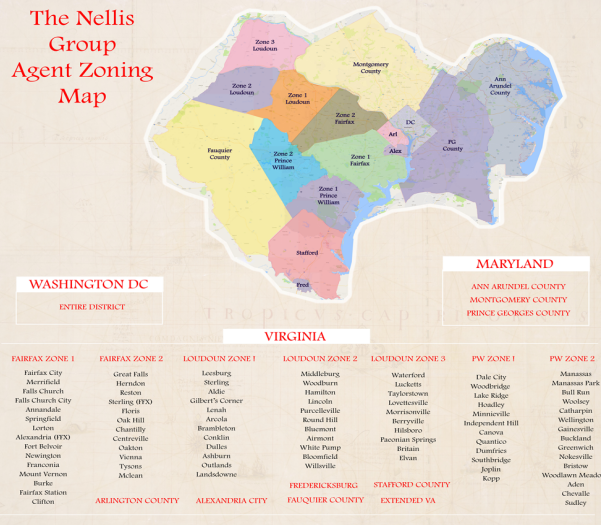


CINEMATIZE YOUR LIFE

16 MOVIE SCENES TO
REVOLUTIONIZE YOUR LIFE



The Nellis Group Agent Zoning Map



**FARSI
PORTUGUESE
SPANISH**



3 TRUTHS

I CAN DO MORE

I CAN BE MORE EFFICIENT

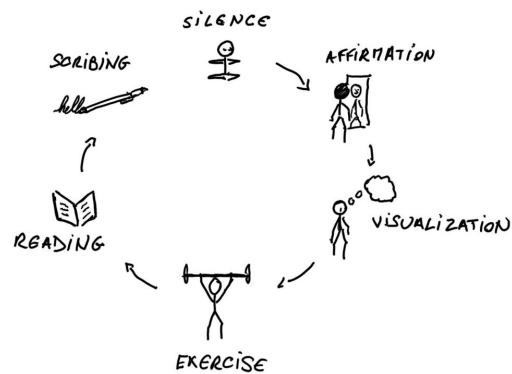
I CAN WORK LESS

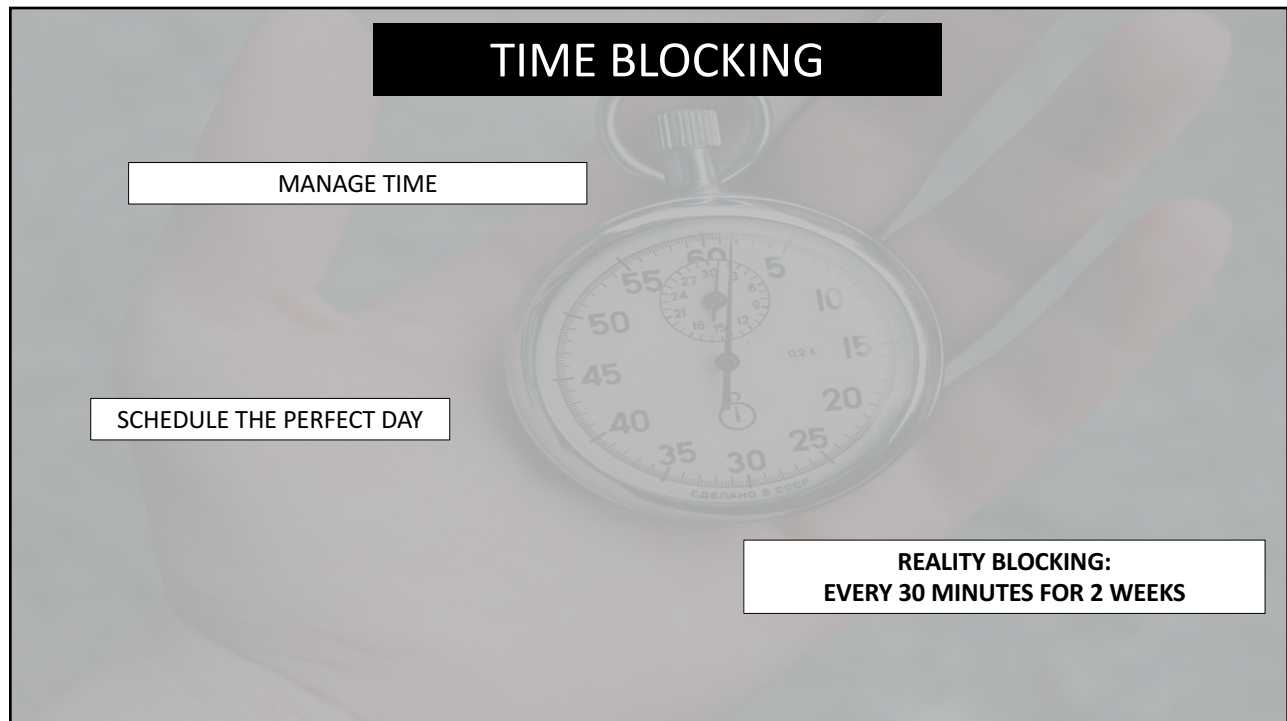


MIRACLE MORNING

OWN THE MORNING

S
A
V
E
R
S



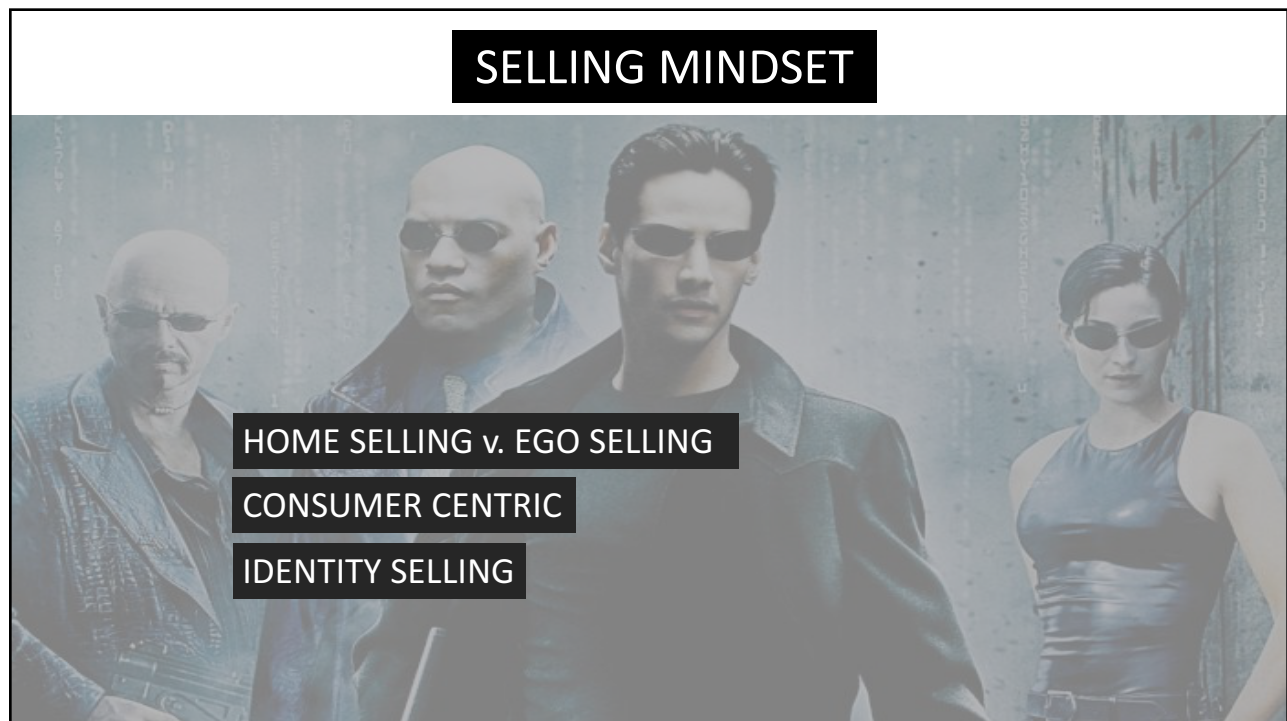


TIME BLOCKING

MANAGE TIME

SCHEDULE THE PERFECT DAY

**REALITY BLOCKING:
EVERY 30 MINUTES FOR 2 WEEKS**



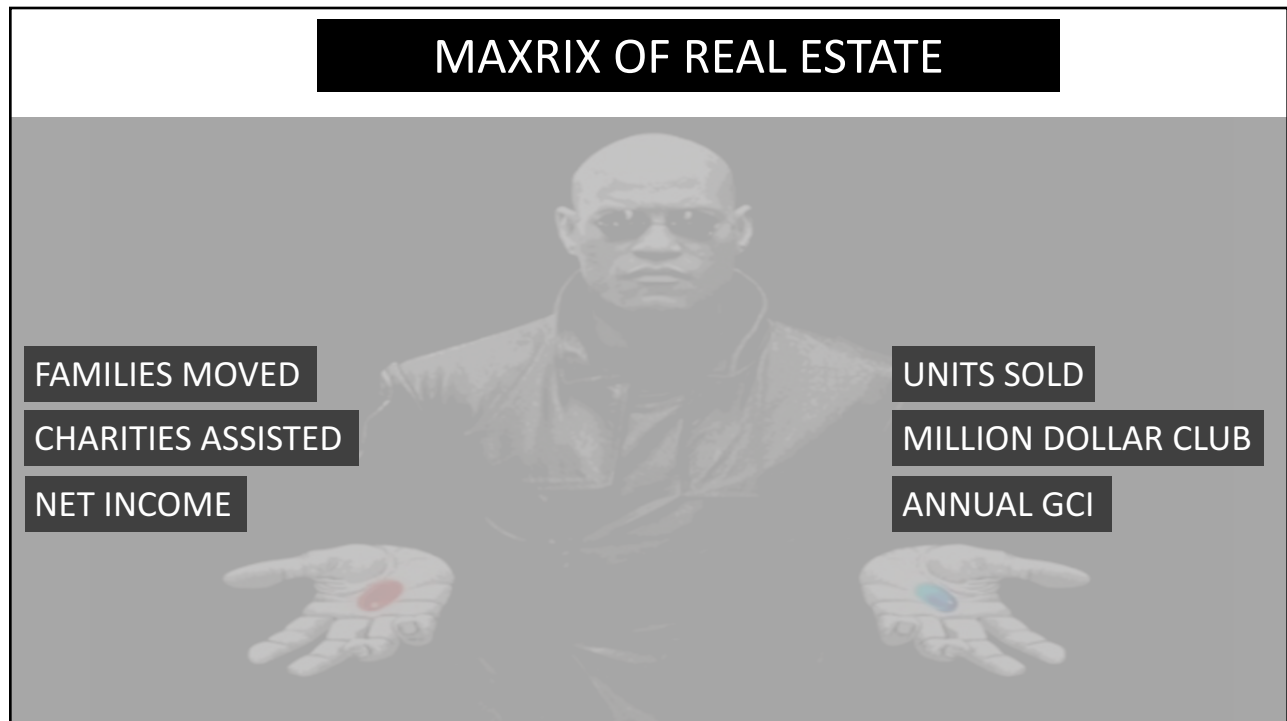
SELLING MINDSET

HOME SELLING v. EGO SELLING

CONSUMER CENTRIC

IDENTITY SELLING

MAXRIX OF REAL ESTATE



FAMILIES MOVED

CHARITIES ASSISTED

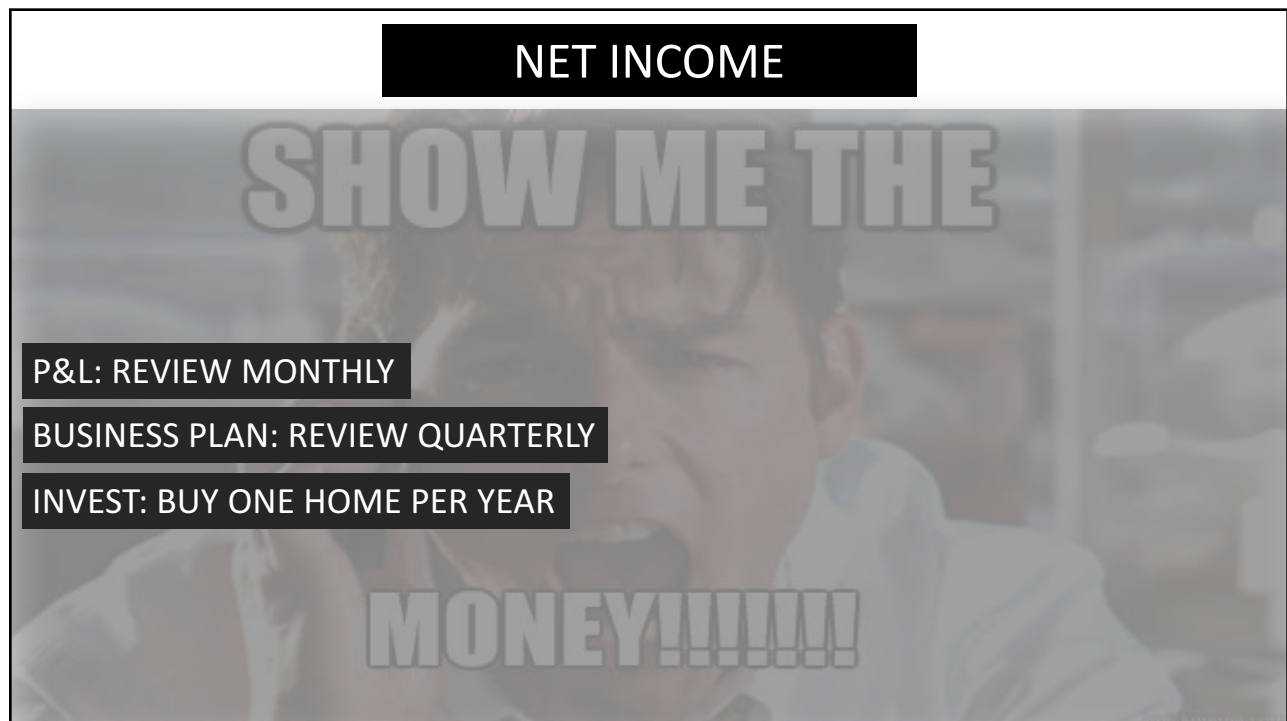
NET INCOME

UNITS SOLD

MILLION DOLLAR CLUB

ANNUAL GCI

NET INCOME



SHOW ME THE

P&L: REVIEW MONTHLY

BUSINESS PLAN: REVIEW QUARTERLY

INVEST: BUY ONE HOME PER YEAR

MONEY!!!!!!

SWEET SPOT FOR HIRING

18-22M

50M +

EXECUTIVE ADMIN

AGENT PARTNERS

LEAD LISTING AGENT

6 STEPS FOR HIRING

PERSONALITY TESTING & MISSION REVIEW

IN PERSON MEETING WITH TEAM LEADER

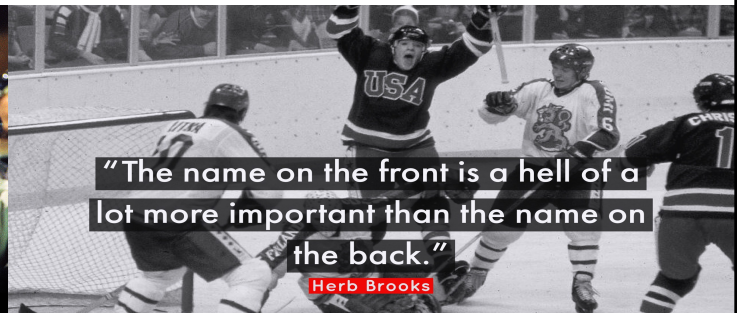
ACTIVITY/WORK: COMMUNITY/HOME

SHORT MEETING WITH CEO

COMPANY MEETING/TRAINING SESSION

SPOUSE/PARTNER DINNER

TEAM SYMMETRY



TEAM ONE WORD



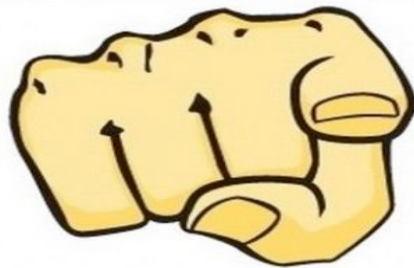
SERVE

SUCCESS STORY



AWESOME-CITING

**WHO IS THE
MOST AWESOME
PERSON TODAY?**





3 YEAR TRACKING

	2019	# of Units	
Jan	\$6,089,500	12	
Feb	\$5,193,090	11	
Mar	\$5,628,013	10	
Apr	\$6,697,600	13	
May	\$1,687,980	3	
Jun			
July	\$235,000	1	
Aug	\$315,872	1	
Sep			
Total	25,847,055	51	
Oct			
Nov			
Dec			
Total Projected	\$25,847,055	51	GCI:

	2018	# of Units	
Jan	\$1,203,800	2	
Feb	\$3,053,290	7	
Mar	\$6,012,159	13	
Apr	\$6,763,459	12	
May	\$6,592,685	12	
Jun	\$10,206,299	19	
July	\$6,954,700	14	
Aug	\$5,759,790	13	
Sep	4,474,043	11	
Total	51,020,225	103	
Oct	3,983,900	12	
Nov	4,813,365	10	
Dec	2,879,100	6	
Total	\$62,696,590	131	GCI: \$1,689,840.00

	GOALS	GOALS	GOALS
		Total	Average
2004	Units	Sales Volume	Sales Price
January	11	\$3,609,800	\$328,164
February	14	\$6,015,753	\$429,697
March	15	\$5,673,000	\$378,200
April	21	\$9,996,889	\$476,042
May	29	\$11,340,695	\$391,058
June	31	\$14,252,474	\$459,757
July	34	\$15,463,982	\$454,823
August	18	\$7,872,885	\$437,383
September	11	\$4,498,785	\$408,980
October	13	\$7,438,598	\$572,200
November	16	\$7,453,370	\$465,836
December	21	\$11,282,980	\$537,285
Total	234	\$104,899,211	\$448,287


13 IN APRIL!!!

THE NELLIS GROUP


2019 ACTIVE CHALLENGES

2

SANEVA ZAYAS




15






1

NICOLE COCKRELL




16














3

JASMINE VASQUEZ



13



4	 JACK NELLIS	12
4	 BARRETT STARLING	12
5	 CAMERON BERNARD	11
5	 BRUNO CAMPOS	11
6	 KATHRYN BRYANT	10
6	 VENOUS CHINICHIAN	10
6	 EDWARD JONES	10
6	 BURLEY WOODS	10

APRIL: ERS NOTECARDS

ACTION STRUGGLES...

IF REASONS BECOME REALITY... NOT RESULTS

TOMORROW IS THE BEST DAY FOR BUSINESS PLANNING

YOUR DIET BEGINS AFTER THE WEEKEND

GET INTO ACTION

EAT THE FROG

SLIGHT EDGE: 30 MINUTES

ACCOUNTABILITY PARTNER

11 TOP LEAD LEVERS

OPEN HOUSE

EXPIRED

FSBO

DOOR KNOCKING

CLIENT EVENTS

SOCIAL MEDIA: FB/IG

LINKEDIN

SEMINARS

HR DEPARTMENT

MEETUP/EVENTBRITE

CIRCLE PROSPECTING

LEAD LEVER REVIEW

5 KEYS

1. **Passion** (Do you get excited about it?)
2. **Consistent** (Can you see yourself doing it every day?)
3. **Results** (Will it work for you?)
4. **Balance** (Different Streams)
5. **Rhythm** (Does it fit your natural personality?)



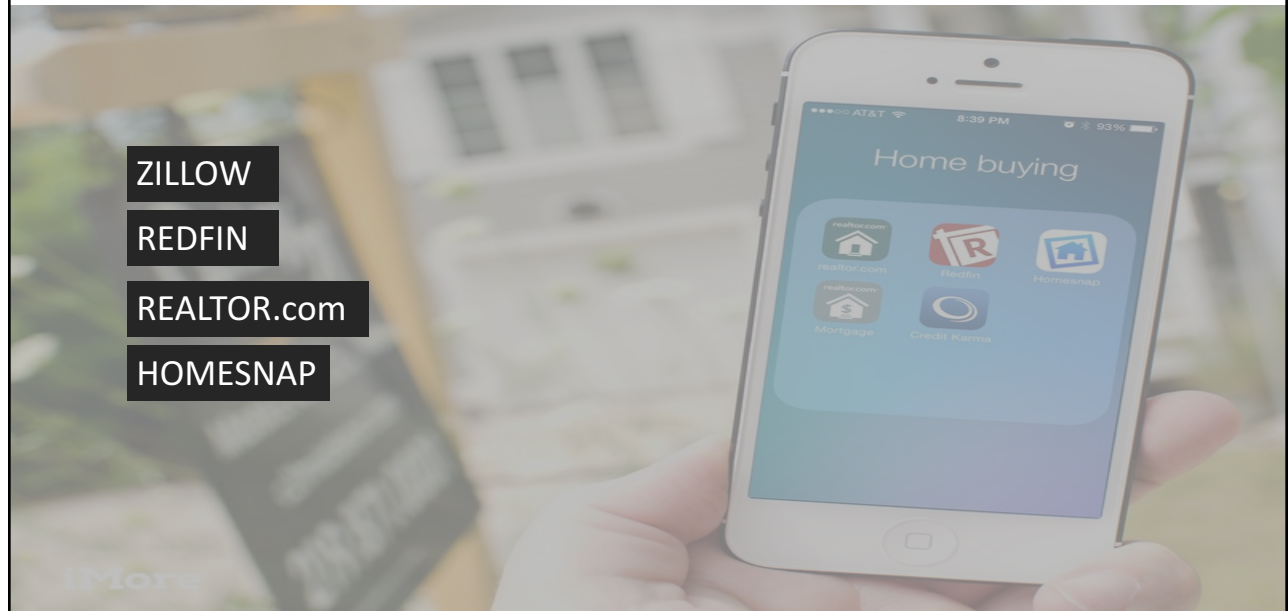
LEAD GENERATION & CONVERSION

- **SOI + 1 LEAD LEVER** (FAST BURN)
- **1-3-5 FOR EACH LEVER**

ONLY 1 LEVER FOR
NEXT 60 DAYS



VIEWING HOMES



VIEWING HOMES

NG-3D

A 24 Hour Online Open House



MARKETING WITH TECH

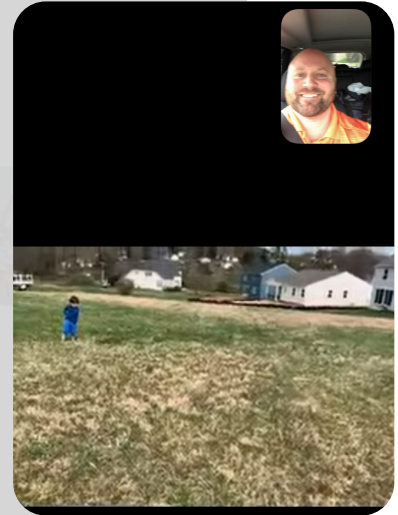
3D TOUR: MATTERPORT

NG-3D
Online Open House

VIDEO TOURS

DIGITAL STAGING: BOXBROWNIE

VANITY URLs



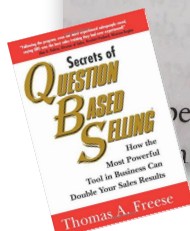
thoughts, feelings, or concerns. This creates a *chasm* between their needs and your value—until something happens that causes prospects to want to engage.

The Sales Chasm

*Their
Needs*

What
Makes
Prospects
Want to
Engage?

*Your
Value*



Prospects are reluctant to openly share with someone they don't trust (and trust). Even qualified prospects are reluctant to openly share with someone they don't trust (and trust). Even qualified prospects are reluctant to openly share with someone they don't trust (and trust).

CREATE YOUR USP

FEATURE v. BENEFIT

5 UNIQUE ITEMS

GET TO WHY...

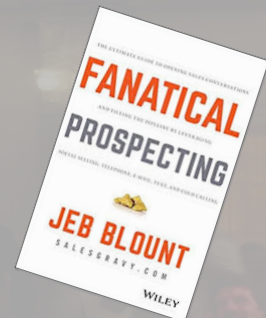


CREATE YOUR FLOW

DISRUPT THE PATTERN

ANCHOR A NEW PATH

ASK FOR BUSINESS/NEXT STEP





James Nellis
November 16 at 4:23 PM · 🌐

#AMAZONHQ2 is definitely the BUZZ word right now... What will it mean for the #DMV?! Should you invest right now? Sell? Buy?

#AMAZON #PRIME #NELLISGROUPSELLSMETRODC #AMAZONMANIA

Your video posted on November 19, 2018 (4 comments, 26 likes)

1,628 views 4 reshares

25 people from Jobspring Partners viewed your video

Caliber Home Loans, Inc.	21
VT iDirect	16
Workbridge Associates	16
Amazon Web Services	14
Halfaker and Associates, LLC	13
loanDepot	12
Neustar, Inc.	7
Genesys	7

167 people who have the title Salesperson viewed your video

CEO / Executive Director	73
Technology Manager	64
Recruiter	53
Software Developer	50
Real Estate Broker	46
Business / Corporate Strategist	45
Loan Officer	43

633 people viewed your video from Washington D.C. Metro Area

Greater New York City Area	99
Greater Philadelphia Area	49
Greater Atlanta Area	45
Baltimore, Maryland Area	43
San Francisco Bay Area	40
Greater Boston Area	34
Dallas/Fort Worth Area	28
Greater Chicago Area	27

SOCIAL FUSION

www.NellisGroup.com/National-Landing

The New Home Of Amazon HQ2

NATIONAL LANDING
Crystal City | Pentagon City | Potomac Yard



Sign Up For Market Updates

As the multi-year Amazon plan rolls out, we will be providing market updates for the areas surrounding National Landing. You can sign up for these FREE REPORTS using the form at the bottom of this page.



Including parts of Crystal City, Pentagon City and Potomac Yard, the new National Landing is promised to be an economic boom for the county and local area. According to an economic study done by the [Stephen Scott Fuller Institute](#), the chart below shows where potential Amazon employees may be moving.

The Nellis Group
Published by The Nellis Group [?] · November 14 at 9:56 AM ·

Meet Barrett Starling! He can help you in DC, Maryland or Virginia with all your Real Estate and Investment needs!
Barret's Bio: <http://www.NellisGroup.com/Barrett>
#NellisGroupSellsMetroDC #BarrettSellsMetroDC

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Chris Grant, KT Michelle and 24 others 1 Comment 9 Shares 710 Views

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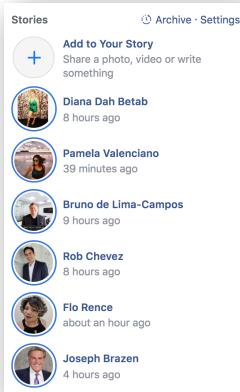
BIO VIDEO



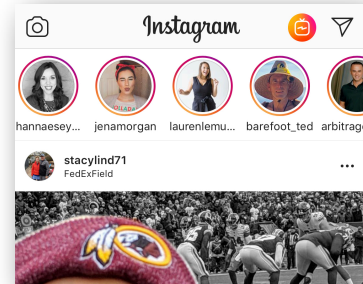
Bruno Campos is the Director of Sales for the Nellis Group. Whether he is helping buyers, sellers, investors or training the agents at the Nellis Group, Bruno always loves providing great service those in Northern Virginia with their Real Estate Needs.



VIDEO OPTIONS



FB STORY
FB LIVE
IG STORY
IG FEED



GOOGLE.com/alerts

Alerts

Monitor the web for interesting new content

🔍 "St. Louis"

How often: At most once a day

Sources: Automatic

Language: English

Region: Any Region

How many: Only the best results

Deliver to: james@nellisgroup.com

Update alert

Hide options ▲

#KwFR

4 ALERTS TO MEASURE

Google alerts

Search terms:

Search terms:

Search terms:

Search terms:

#KwFR



NEVER FORGET THE PHONE

CIRCLE PROSPECTING:

JUST LISTED

UNDER CONTRACT

SOLD/MULTIPLE

HOME ANNIVERSARY

BIRTHDAY

RETRACE TREE