

A YEAR IN REAL ESTATE:

# Making the most of your business



## Q2 Busy season

As the weather warms up, so does the market. Be prepared for the hustle and bustle of rising inventory and restless clients, ready to make their next move.

- **Do your taxes.** With prep, luck, and your back-end software, you'll be ready for a smooth tax session. Use your software to access payroll and forms data for a more seamless experience.

*Hey agents: You'll need your tax forms from your brokerage admin.*

- **Add a finishing touch to the client experience.** Show you're ahead of the competition and simplify the moving

process by offering **thoughtful add-ons** like moving services, seller disclosures, and more.

- **Keep a bird's-eye view on your performance.** Hey brokers: Keep a watchful eye on your **performance metrics** and meet with agents regularly to offer support where needed. Note any challenges, like lengthy **transactions** and **signings** or empty funnels, to address next quarter.

How can you keep your business on top of tasks throughout busy season?  
To learn more and access the full business plan, check out [www.lwolf.com](http://www.lwolf.com).