

# OUR MENTORING PROGRAM

PROVEN TO BE THE MOST SUCCESSFUL  
PROGRAM FOR NEW AGENTS

1-ON-1 MENTORING/COACHING TAILORED  
TO YOUR INDIVIDUAL NEEDS

AVAILABLE SUPPORT SEVEN DAYS A WEEK

NO LONG TERM CONTRACTS  
OUR AGREEMENTS ARE MONTH TO MONTH

ACCESS TO ALL OFFICES 24/7

WORK YOUR OWN SCHEDULE  
NO REQUIREMENTS

25 HOUR POST LICENSE COURSE PAID  
AFTER FIRST CLOSING

USABLE PRACTICAL ADVICE  
AND ENCOURAGEMENT

LEARN TO DO YOUR BUSINESS  
YOUR WAY – THE RIGHT WAY



DRAKE REALTY

Our philosophy on mentoring is that it is so important in the way we are guided from the beginning in how to structure your business. Training is key. We will teach you the important nuts and bolts of real estate and to think of your real estate business like your own business. Some of the most important factors in establishing that mindset is customer service, answering your phone, returning phone calls and follow-up. Also, we will emphasize that you may not always have the answer to a question/concern right then and there, but it's okay to say that we will get back to you with that answer and actually do so, in a timely manner. Do not over-promise and under-deliver. Keeping your word is under-estimated.

Getting your journey started in real estate is a very exciting time, we look forward to assisting new agents in that endeavor!



CONNIE MITCHELL  
MENTOR

770-490-2805

CONNIEATDRAKE@GMAIL.COM

Connie has been selling real estate for over a decade and feels that delivering top-notch customer service is imperative to success. Her real estate career ranges from working with first-time and experienced buyers, sellers, investors, tenants, landlords and lease-purchase transactions in both residential and commercial. She is more than capable in guiding you through the resale process, but is very knowledgeable in foreclosures and short-sales. In a world of automated voices, she takes pride in the old-fashioned value of being available to speak to a live person to be able to answer questions and concerns. From the first handshake, to the last smile, she believes in professionalism and tenacity.