

HOW TO CHOOSE A SPONSOR

AT CANZELL, WHO YOU NAME AS YOUR SPONSOR WILL BE ONE OF THE MOST IMPORTANT DECISIONS THAT YOU'LL MAKE BECAUSE IT WILL IMPACT YOUR ENTIRE EXPERIENCE. HERE ARE SOME IMPORTANT TIPS TO HELP YOU NAVIGATE THIS PROCESS AND DECISION.



1 CHOOSING YOUR SPONSOR IS COMPLETELY UP TO **YOU!**

- Most agents speak with 2 or more people within the company before deciding on a sponsor
- Your sponsor can be ANYWHERE in the country as long as they are a licensed agent with CanZell.

2 CHOOSE SOMEONE THAT YOU KNOW, LIKE & TRUST

- It's important to be selective
- It is not easy to change your sponsor
(You must leave the company for six months and then rejoin.)

3 CHOOSE A COLLABORATOR NOT A COMPETITOR



TIP #1

EXPERTISE

Choose somebody who is an expert at something that you are not. They can help you develop your skills as an agent and compliment your other skills.

TIP #2

PROVEN RESULTS

You'll want to partner with someone who has proven that they can sell real estate and build revenue share.

TIP #3

RESPONSIVE

If you can't reach your Managing Broker or Circle Leader, the sponsor you chose should be ready and willing to help you.