



COACHING



AGENT CASE STUDY

Elena Tarasova Estates

From \$0 to \$15M in Sales in 13 Months

AT A GLANCE

CHALLENGES

- New Agent
- No Social Media
- No Business

BENEFITS

- Started at \$0M in Sales
- Achieved \$15+M in Sales
- Grew social from <500 to >1500



"For over 6 years, we've been developing new strategies for real estate teams of all sizes.

Our mission is to provide agents with custom solutions that enable them to work better and smarter; creating consistent, predictable results."

LAURA DOUGHTY

Monarch Real Estate Concierge

OBJECTIVES

ETE required ground up systems implemented. Switching from Finance background to RE sales agent with no network; to create a reach and a following that resulted in closed deals.

SOLUTIONS

We implemented a social media strategy that continues to evolve as ETE gains confidence. Developed a marketing plan and garnered media exposure to establish authority in her marketing area.

BENEFITS

Benefits One

Created a Social Media strategy that was easily duplicatable and eventually hired a team member to implement, giving ETE more time.

Benefits Two

Developed website, landing pages, link in bio and giveaway pages to support ETE marketing and unique selling points.

Benefits Three

Sales grew from \$0M to \$15+M in 13 months