



Little Real Estate is
BETTER FOR AGENTS



Why is Little a lot better for agents?



The **Four Pillar Selling Model** has been strategically created to set our agents up for success in a way that the industry has never seen. Little agents are empowered to be their best in a selling environment underpinned by structured benefits.



Rent Roll



PM Referral
Bonus



Marketing &
Support



Culture &
Development

Our agents sell without boundaries. You are empowered to grow your earnings with the agility and support of our national teams to maintain your momentum. Your personal and professional development is our priority - you are connected to a national team of property professionals to create more opportunities and achieve better results.

Australia's largest privately owned real estate agency.



240,000+
National Database



14,000+
Properties
Under Management



4,500+
Total Sales



270
Team Members



6 years
Agent's Average
Tenure



91%
Team Happiness
Rating

Rent Roll Access



Little Real Estate is home to Australia's largest independently owned rent roll with 14,000+ properties under management. Little agents are plugged into an exclusive patch of 150-300 property managements within their prospecting area.

Whilst our Property Management teams provide industry-best service, our agents thrive on the foundation of trust, staying connected to nurture these relationships over time.

With 6 -10% of our landlords coming to market per year, Little agents can generate \$150,000+ in GCI from rent roll transactions alone, providing a foundation of transactions and revenue for the year.

What does this mean for Little agents?

- ✓ Tap into a consistent stream of warm leads.
- ✓ Strategically positioned for success in prospecting area.
- ✓ Consistent data insight & market analysis into your patch.

"The rent roll is a warm source of leads that you can build and nurture over time.

As a trusted advisor, they will come to you when they are ready to sell."

Shawn White, VIC





PM Referral Bonus

Little agents access an industry-leading bonus when referring new managements to the rent roll. This includes an upfront payment of \$1000 with a trailing 1.5x multiplier of the annual fees

Our agents enjoy consistent, steady and buildable streams of income, which not only elevates you financially but keeps you top of mind when those landlords eventually come to market.



What does this mean for Little agents?

- ✓ Portion paid upfront with the rest to trail for future income.
- ✓ Negotiation & closing handled by our internal Client Experience & Property Management teams.
- ✓ Foster stronger and ongoing relationships with future vendors when property is added to your rent roll patch.



We do it for you,
so you can focus on listing & selling.

Our agents are empowered to not be weighed down by administrative and marketing burdens. Your personal brand and client service will be elevated by our in-house marketing & sales admin teams.

What does this mean for Little agents?

- ✓ Campaign management & all-round advertising support.
- ✓ Priority admin tasks completed within 60 minutes.
- ✓ Multiple touchpoints for database and external lead nurturing.
- ✓ Leading edge agent tools for efficiency & optimization.



Culture & Development



On top of delivering the best service for our clients,
we focus on a working experience underpinned by our values.



One Team

We provide the resources so you can be your best.
We support, mentor and develop our own people,
simply because they are our best.



What does this mean for Little agents?

- ✓ Access to 12 month Michael Sheargold Training program, one of Australia's leading Real Estate coaches.
- ✓ Values-driven & one team culture with strong cross-departmental collaboration to achieve better outcomes.
- ✓ Customized 90-day onboarding plan to seamlessly integrate you into Little, your patch and the community.
- ✓ Balanced array of internal and external training to consistently promote your professional development.