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When sales start in new business sales and rental property, the period of time it takes a bit of action and the results can be a real worry, the reference points are required.

Some team managers and agency leaders do not know what the period of time acceptable to the agency's findings should be there, because they have not set benchmarks for the sales team member to prove they are the real deal. I just hope that the member of the new sales team will bring results sooner than later.

Hope does not work in the commercial real estate, an action directed and persistence does. Expectations and results support the business. The sooner that new vendors are placed in the personal performance process, the better.

The reality is that if the new vendor has not produced a list of quality in the first 60 days in the period of time outside, then one or more of the following occur:

1. You have hired the wrong person
2. They do not know the housing market or the right knowledge
3. You have a very long induction program
4. You are not setting KPIs and get good results
5. They are not self-propelled
6. They are not hungry to get

You can address these issues, but do not take too long to do. See the first signs then solve them.

An average salesperson will bring good results in 60 days or less from a list view. They should be encouraged to do so from the start of employment. Then you must convert the list for sale or lease of one to 90 days late.

In this market the property, results, expectations and systems are part of the employment process for new commercial vendors. The choice of the person the right to use to help you achieve results. Here are some ideas to help the sales team leaders in the employment process for new people entering the industry.

* If the person is totally new for sale and the process of leasing commercial real estate and retail, then you will understand that they have the right character for systematic prospecting and negotiating sales. In this case, it pays to get a character analysis made by the employment office before making a final decision on employment.

* Get information about the results to the person who has been in other places of employment in industry or other sales related to the environment. Most especially you're looking to understand that they have the key elements of the controlled undertaking. They are, prospecting, presentation, closing lists, establishing marketing campaigns, finding buyers or tenants, if any, trading in real estate transactions, closing on the property documentation, and follow through final settlement or

occupation, as the case may be.

* The content of most of the CV is provided by employment consultants or new candidates who come usually be overstated and on that basis should be reviewed.

* The candidate must also have proper license and registration to meet the employment in the commercial real estate sales and real retail, leasing, or management and in your case may be.

There is a significant difference between the character and work processes required of a sales person leasing the lines of a property management person. The tasks are completely different in the commercial property agency and require the character to fit personnel.

When you, as leader of the agencies to be more careful in the use of sourcing and hiring process, the results of your agency to be easier to achieve. Hiring the person from the start then hold the required task and the results. If the results are not seen in 90 days, then something is wrong, take action.

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