


HOW TO MAKE AN EXTRA INCOME AS A BROKER

WITHOUT GETTING
MORE CLIENTS





Whether you are just starting out or have a track record of previous clients, you quickly realized that making money as a broker can be unpredictable.

You can never know where the next client will come from unless you are wasting hundreds of dollars on ads that don't even guarantee you results.



Now you wonder how other top agents are able to make a living from what they do.

But if you ask any full-time real estate or financial broker working in the trenches how they generate more income, I guarantee you'll hear something along the lines of, "I work my circle of influence."

That's great for established brokers who have access to a vast network of reliable connections.

But what if you're just getting started? What if your market is saturated and your company is reaching a plateau?

In order to increase your revenue and create a successful business, let's go over some tried and tested strategies to earn money as a broker without getting in the hustle of finding new clients.



1. INVESTING

As a broker, your income fluctuates a lot and can be unpredictable. Some months, you earn big bucks, and some others, you get no sales.

Even though you have heard that many times already, diversifying your streams of income is the best way to assure you have money coming in even during running days.

Using your expertise and your knowledge on your field, you can create passive income by investing your money.

Look for stocks that offer dividends; they will produce

passive income without requiring you to sell them. High-yield savings accounts, CDs, money market funds, and index funds are other investment alternatives that can generate passive income.

In real estate, think about buying rental properties or becoming a rental manager, in which you have a recurring income that goes well with your current career.



2.

PUBLISH CREATE AND PUBLISH A DIGITAL PRODUCT

Making a digital product that you can sell to numerous customers without having to send anything in the mail is a wonderful method to generate passive income.

Writing a book or other comparable product is by no means a passive activity, but after the initial effort is done, you may continue to sell it and get money from it for a considerable period of time without doing much more.

Digital items like e-books, workbooks, and instruction manuals have a good chance of succeeding.

You may either collaborate with

a different platform, like the Amazon Kindle Direct Publishing platform, which gets a share of your profits in exchange for handling many parts of the publishing process, or you can self-publish these goods as PDFs and sell them on your own.

By building the authority in the subject of your choice, it will also become a great way to attract new customers and getting more exposure to your service.



3.

FOLLOWING UP WITH YOUR PAST CLIENTS

Following up with potential clients is important, but so it is with clients that have already been closed in the past because many brokers tend to forget about that.

By taking the time to go over your list of past clients, you will come across as genuinely caring about their evolution and feedback. That way, some clients may have a new project that requires your help, or they may know a friend to refer you to.

Remember to be personal and helpful in your approach when reaching out to them.



INCREASE CLOSING RATE

4.

CREATIVE WAY TO INCREASE YOUR CLOSING RATE

Having leads is essential, but knowing how to convert them into clients is even more important.

There are many ways you can improve your closing rate; from optimizing your sales process, to listening and understanding the prospect needs better, to presenting your service with an irresistible offer.

In some cases, the prospects are willing to move forward but they are not qualified to get a loan from the banks, and now they are stuck in their buying journey, and you can't help them, but wait for their situation to get better.

What if you can support your clients to get their loan without

waiting for the approval of the traditional lenders? If the clients are in a hurry and would like to have a solution quickly, recommending a private lender is the best alternative.

At Rapid Finance, we offer financing for first and second mortgages as well as commercial loans for small and midsize businesses at a reasonable price.

This way, you can now close more clients of this type by helping them to get the loan they need.



5.

REFER FRIENDS AND EXISTING CLIENTS TO COMPANIES

In the same vein, referring your clients to services they need can give you great returns every time you refer someone.

If you have a decent social presence, you can also refer your followers to businesses, which can end up providing very easy money to you if a lot of them follow your advice.

Many companies like Rapid Finance offer referral bonuses or cash, so it's quite possible that companies you already engage with might have options like this to help you earn a bit more.

If your clients need money to start their project, Rapid Finance can help. We have a referral program that allows brokers like you to get an interesting percentage in commission on the amount of the loan they take.

To qualify for the referral program, your referral must meet the following criteria:

For commercial/business loans:

- Must be 6 months in operation
- Have a co-signers (for collateral security)
- Have a good personal credit score (above 500)

For first or second mortgage:

- They need to be your personal clients

Know someone we can help to get financing?

Apply online at

RAPIDFINANCECO.COM/APPLY-NOW

Or by calling us at

514-342-4488

Our goal is to accommodate businesses not just quickly but also efficiently. Because of our high approval rate, they might get their business loan in as little as 24 hours and your commission at the same time.

So start seeing your career grow to its full potential!
We are glad to meet you soon.



CONTACT



FURTHER WAYS TO CONNECT WITH US



514-342-4488



www.rapidfinanceco.com/



4480 Ch. de la Cote de Liesse Suite 311
Mont-Royal, Qc H4N 2R1



@rapidfinanceco