

**Bill Hart**

TalkJet Audio Interviews

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This month's TalkJet interview is with;

**Barry Skalski**

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**VOLUME:**

2012	\$4.7M	43 units
2013	\$6.8M	53 units
2014	\$10.2M	84 units

\* YTD: 124 units \$9.2M

Barry was in the automotive business prior to entering into the real estate business 10 years ago. Barry was just named the Indiana REALTOR of The Year.

**OVERARCHING PHILOSOPHY:**

*"Take great care of people and the money will take care of itself."*

*"We don't wait for a problem to arise, we try and head it off before hand."*

*"Take great care of the people that take care of you."*

**TEAM STRUCTURE:**

In 2012 and 2013, Barry was on his own with one full-time assistant. In 2014, that assistant left and Barry went into partnership with another full-time agent and together they identified someone they both wanted to hire as their Business Manager. This individual ran her own business as a virtual assistant for a number of agents, accepted the position and created the predictable structure and deliverables that they needed.

The two-agent partnership is structured in such a way that they are completely equal partners; all revenue is shared 50:50 and they each cover for the other – particularly when they take time off. In the process, productivity tripled.