

Role Definition Chart for _____

The **Wolff** Couple

ROLE NAME: *Successful Real Estate Investor “Me”*

ROLE Needed for TASKS of: _____

ROLE Goals: _____

<p><u>TRAITS:</u></p> <p>Commitment-ability Confidence Communicator Coachable Competitive Charming Capable Considerate Cash-Hungry Clever Deal-Maker Problem-Solver Resourceful Resilient/Persistent</p>		<p><u>SKILL SETS:</u></p> <p>Communication Skills Rapport-Building Smart Phone Skills Online Skills Social Media Skills Organizational Skills Property Evaluation Deal Structuring Skills Sales/Closing Skills Paperwork Skills Home Design Skills Teaching Skills DELEGATION Skills MANAGERIAL Skills</p>	
<p><u>Schedule</u> (WHEN & WHERE Needed):</p>		<p><u>Specific Duties</u> (HOW Needed):</p>	

<u>Applicable Experiences:</u>	<u>Memory Matrix:</u> 1. 2. 3.
<u>Wardrobe:</u>	<u>Tools:</u>
<u>Team Members:</u>	<u>Habits:</u>
<u>Mentors:</u>	<u>Role Models:</u>

Self-Talk: _____

SUB-ROLES: Good Student ME _____
 Business ME _____
 Friendly Neighbor ME _____
 Deal-Maker/Good Shepherd/Actor/Strong Leader ME _____
 Paperwork ME _____
 Snappy Dresser/Good Driver ME _____
 Fixer ME/Fighter ME! _____

I hereby COMMIT to this ROLE. Signed: _____ Date _____

I hereby RESIGN & RELEASE this ROLE. Signed: _____ Date: _____