

# PREVIOUS AGENT PARTNER REVIEW



I previously had the pleasure of being a member of The Panozzo Team. I left the team after growing my family and moving to another state or I would most likely still be on the team. I called Dave and Kim after being a solo agent for 3 years and while I was getting by, I wanted to do better than just get by; I wanted to excel in real estate. So in order to take my experience and knowledge to the next level, I called some of the top teams in HomeSmart to see what they had to offer. I soon realized that any/ all the teams would have taken me, however, after interviewing with Kim and Dave, they humbled me by letting me know that if I wanted to join their team, I had to be invited in. And that made all the difference in my search. I zoned in and wanted to prove myself to them so they would let me on their team. After months of meetings, trainings and a few leads/clients, finally they did! I joined the team and got many of the benefits they offer to there agents; business coaching, training, leads, lead management, support, experience, knowledge, and etc.

After joining the team, I still struggled though. I went on a rollercoaster of deals (Still doing more deals than when I was a solo agent) but not consistent. With the help of Kim, Dave and their business coach, we learned what was holding me back and we did finally hit my breakthrough! Thank god for the breakthrough!!!! Because without tapping in to my potential, I think Kim and Dave was about to kick me out. I say that because the breakthrough occurred after a not so pleasant chat with Dave that lit a fire in me. It was make it or break it time! I started soaking everything in like a sponge and putting more action/effort behind my clients, the training, and boomtown.

After 2 and a half years of being on the team, I sold 50+ homes, a HomeSmart diamond recipient 2 years in a row, and came out of the experience a better agent and a better person. All this to say, Kim and Dave are true to who they are. They care about their agents and their clients. The “Clients First Mentality” that they instilled in me has made my business grow tremendously by following their guidance and approach to real estate. They are all about doing what’s right, self development for yourself and for your clients and keeping the standards high! They hold you accountable and make sure to never drop the ball for you or your clients. There’s too many experiences and benefits to list.

If you are looking for a team to give you endless leads and let you do your thing, this is not the team for you. If you want to actually learn how to build your business, systems and processes that work, be a better agent and a better human; this may be the team you want to join. It’s like a family, they are not always going to tell you what you want to hear but what you need to hear. The tough love was what I needed and maybe you need something different, but I have no doubt they will help you figure out what that is and how to overcome what’s holding you back.



**Emily Leon, HomeSmart - Scottsdale, AZ**

54 Closed | \$24M Volume  
\$255K-\$1.1M | \$457.2K Avg. Price

**PANOZZO**  
★ **ACADEMY** ★

