

# SPEAKER BIO



## Matt Vigh, CEO BROKERPRENEUR

I have a clear vision of what a successful brokerage's business plan should look like and what it should entail. More importantly, I have experienced how to help that plan get executed. My focus is to assist real estate Broker/ Owners in creating a strategy that they can stick to because it matches them. Ensuring they will be effective in running their company, managing their staff & agents, and creating legacy profits. All while utilizing the most effective time management practices for recruiting, retention, and per person productivity.

### Expert Skills

Real Estate Sales  
Process Skill



Personality Profiling,  
Educational/Training  
Process Development



General Business  
Administration



Conflict Resolution and  
HR skills relate to Real  
Estate Recruiting



### Contact



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#### OWNER | CEO

##### Brokerpreneur Coaching

- Brokerpreneur Coaching is the parent company of *Brokerpreneur Podcast* which assists Broker/Owners in recruiting top talent, boosting profitability, & ensuring top retention rates. We want your brokerage to succeed, but success requires experience and action.

#### RELEVANT EXPERIENCE

##### Real Estate Relevant Experience

- Over two decades as a Broker/Owner. Managing Broker/Regional Manager/Department Manager
- Managed the Top Office in a Top 25 company for 7 of the last 10 years as a Regional Manager.

##### Non Real Estate Relevant Experience

- Chairman and participant of the Professional Standards Committee and Grievance Committee for the BOR in both Pinellas County Florida and Glynn County Georgia.
- Chairman of the Board of Assessor for Glynn County, Georgia.

#### NOTEABLE INDUSTRY CONTRIBUTIONS

##### Panelist and Guest Expert

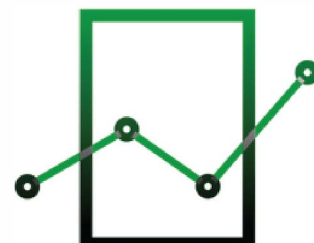
- BHHS National Convention.
- Entrepreneur Magazine Media Panelist.
- Elevate, Helping Your Agents Grow A Business.
- Excite 2021, Getting Agents To Take Action.

##### Podcast Showcase Guest

- RPA Show, Rob Howze & Wilton Rogers
- Networking Rx, with Frank Agin
- NAR Podcast (at BHHS)
- Brokerpreneur Podcast (1000 per month DL)
- Nicholas Brown Podcast, Nicholas Brown
- Bottleneck TV, Jaime Jay

##### Featured Blogs, Articles, Webinar Host

- Master Recruiting Series.
- Dotloop Recruiting Series.
- Over 100 online guides, posts, and quotes on recruiting, retention, and per agent productivity.
- 5 Hires in 30 Days Host.



BROKERPRENEUR PODCAST



## Matt Vigh, CEO BROKERPRENEUR

What participants should expect:

1. Tailored Content by Brokers, for Brokers: I will share a wealth of knowledge curated specifically for brokers. My sessions are designed and dedicated to what brokers struggle with day to day. I will share things I learned along the way as well as what other industry insiders I am connected with have shared with me. The theme is collaboration and growth.
2. Evergreen Wisdom for Your Brokerage Journey: What you learn in my session isn't just for today – it's a timeless best practice for your brokerage toolkit.
3. Being part of a Community of Winners: The experience doesn't get put into action without leveraging the best practices learned in a session that is attended. Action is where the right message goes from an idea to an action plan. This only happens when a speaker knows how to motivate an audience to achieve their potential. There is a simple message that can be shared that will guide the attendees to a future filled with results based action. A future filled with profits and possibilities. How do I ensure that this is what happens? Simple, I never forget the big picture is always remembering "we just want to be part of your win"!

### Expert Skills

Decades of running a top real estate offices



Decades of experience speaking to and with audiences



Decades of being in top brokerage leadership roles



Decades of helping agents earn 6 figure incomes



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## NOTABLE CONTRIBUTIONS

### DOTLOOP 3 PART RECRUITING SERIES



#### BLOG CONTRIBUTIONS

<https://www.dotloop.com/blog/2022/01/real-estate-recruiting-script-tips/>

[https://www.dotloop.com/blog/author/guest-blogger-matt\\_vigh/](https://www.dotloop.com/blog/author/guest-blogger-matt_vigh/)

<https://www.dotloop.com/blog/2020/11/2021-housing-market-predictions/>

### ENTREPRENEUR /ORACLE Panelist



### #1 RATED RECRUITING PODCAST



GUEST SHOWCASE APPEARANCES ON  
MANY PODCASTS.  
LINKS AVAILABLE UPON REQUEST.



BROKERPRENEUR PODCAST





**Matt Vigh, CEO**  
**BROKERPRENEUR**

## SUGGESTED COURSES:

**Accelerating Agent Productivity:**  
Strategies for Long-Term Success

**Quality Over Quantity:**  
The Recruiting Strategy that Hires  
Your Ideal Agent

**Overcoming Objections:**  
The One Thing That Turns Agent  
Interviews into Recruiting Wins

**How to Hire Top Talent:**  
Why Great Recruiting Starts With  
Retention

**Stop trying to Innovate:**  
Instead use the 60% rule and  
WIN BIG!

# General Outline:

## INTRODUCTION

(10 Min)

Welcome and introduction to the session. Set the stage (structure) for how they can benefit and use the the topic being discussed.

## SESSION OVERVIEW

(5 Min)

Briefly discuss what will be covered and how it relates to their current business.

## INTERACTION/ ENGAGEMENT

(10 Min)

Create engagement and buy in by using an icebreaker or shock story to get their attention and create focus.

## CORE TOPIC DISCUSSION

(45 Min)

- a. Case studies/examples
- b. Why the case study is related to the topic
- c. What and how the solution fixed the case study
- d. How they can get the same results

## ACTION STEPS

(10 Min)

Discussion and take-a-ways that can help them begin to get the results that the class offers via the OVERVIEW AND TITLE.

## Q&A / REMARKS

(10 Min)

Closing remarks and discussions that foster interaction between the brokers and entices collaboration. The class is a win if a sense of community was built through the class experience.

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