

# Talent Solutions



## Your growth depends on recruiting agents

### The challenges:

- Finding the right agents is hard and less than 1% of candidate outreach results in a new hire
- Sales volumes fluctuate dramatically year over year for agents, complicating the task of identifying which agents to recruit

### Courted Talent Solutions

An easy-to-use platform that harnesses the power of predictive modeling & advanced data science and insights derived from a powerful agent network to unleash **next-generation recruiting**.



#### Predictive growth modeling

Best-in-class data science team has created "Moneyball" for real estate. Who are the rising star agents you can attract today?



#### Predictive attrition modeling

Who is likely to switch brokerages? Why? And when? Who on your team should you pay attention to before they leave?



#### Custom matching

Who has a lot of connections to your office and would be a great fit?



#### Advanced analytics

Featuring key proprietary stats like momentum, market share, percentile ranks, comparisons and projections at the agent, office and brokerage level

We take the guesswork out of recruiting so your team can **spend less time searching and more time connecting.**

Whether you have 30 minutes or an entire day dedicated to recruiting, we help you focus on the highest potential recruits

The screenshot displays the Courted.io dashboard for user Justin Purple. The interface includes a dark sidebar with navigation options like 'Daily Scouting Report', 'Agent Search', 'Market Report', 'Market Analysis', 'Pipeline', 'Notifications', and 'Settings'. The main content area shows 'My Connections' with a table of agents, 'My Watchlist' with agent cards, and a 'Newsfeed' with transaction and market updates.

Hi Justin, Good afternoon! • Nov 2, 2022

### My Connections

Agent Name	Brokerage	Sales Volume	GCI	Willingness to Leave	
James A. Lanier	Compass	\$18.1m	\$447k	<div style="width: 100%;"></div>	<a href="#">View info</a>
Emma Green	Coldwell Banker	\$12.7m	\$355k	<div style="width: 100%;"></div>	<a href="#">View info</a>
Eric K. Pryce	The Agency	\$26.3m	\$578k	<div style="width: 100%;"></div>	<a href="#">View info</a>
Lorraine Ware	The Keyes Company	\$35.9m	\$826k	<div style="width: 100%;"></div>	<a href="#">View info</a>
Marcy Cole	Corcoran	\$9.9m	\$277k	<div style="width: 100%;"></div>	<a href="#">View info</a>
Justin Barnett	Compass	\$8.2m	\$238k	<div style="width: 100%;"></div>	<a href="#">View info</a>

### My Watchlist

- Ralph Mccarty, Compass, \$35M Sales Volume
- Emma Green, Coldwell Banker, \$15M Sales Volume
- Elena Fritz, The Agency, \$2.5M Sales Volume
- Debora Farmer, The Keyes Company, \$1.7M Sales Volume
- Judy Macdonald, Corcoran, \$6M Sales Volume
- Jim Hurst, Compass, \$4.2M Sales Volume

### Newsfeed (1 new)

- Riley Smith closed a transaction! 2 hours ago. 2740 SW 13th St, Miami, FL 33145 • \$3.2M
- Laurie Reader closed a transaction! a day ago. 2320 Tigertail Ave, Miami, FL 33133 • \$4.1M
- Price changes for October 27th a day ago
- Coral Gables Single Family Homes 2 days ago. Properties are selling at a 4% average discount to list price
- 33140 Townhouses & Condos 2 days ago. Properties are selling at a 5% average discount to list price
- Price changes for October 26th a day ago

Learn more about Courted Talent Solutions by reaching out to [audrey@courted.io](mailto:audrey@courted.io)