



## Real Estate Case Study

### Company Overview

Rutherford Real Estate is one of the country's leading real estate companies. Since its establishment in 2050, the company has earned its spot in the Top 5 most reliable real estate partners. Rutherford currently employs 30 licensed real estate agents who all gained their respective national rewards from working with the company.

### Situation

In a three-month operation, the company made over \$84.56 million from the sale of 23 residential and commercial properties. This is one of the lowest in the history of Rutherford. The company made a lapse in ensuring the continuity of good workforce skills by not actively recruiting young real estate agents in the previous years. Approximately half of the older real estate agents are retired.

### Challenges

Rutherford understood the three challenges of the situation. First, the company must implement a training and development course for the new real estate agents so they can acquire the techniques of Rutherford's past agents. Second, Rutherford must outsource its recruitment to a professional recruitment agency to ensure a steady workforce and skills continuity. Third, in the phase of operations, the company must recalibrate its strategies to meet the capabilities of a largely new workforce and the overhead expenses associated with this.

### Solutions

Rutherford launched the Rutherford Technique Development Programme which contained three modules: theoretical knowledge of real estate, the Rutherford technique, and practical applications. All 23 new real estate agents passed the practical applications. After a month, Rutherford saw a 68% improvement in its operations relative to the past three months. More equipped teams were created based on their performances in the program and they made 43 leads where 31 of which were successfully closed. Meanwhile, the company partnered with Keating Recruitment. Because of the rapid improvement, Rutherford stuck to its original target but allocated the needed resources for the program.

### Conclusion

Even though Rutherford adapted to the challenge, it learned to always keep a good foresight in its operations to prevent unnecessary problems to arise.

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# Case Studies In Real Estate

**Arturo Cuomo**



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