

Empire REI Team Players

PRESIDENT CEO
LANGSTON WELCH

LEAD MANAGER

ADMINISTRATIVE
VIRTUAL ASSISTANT
(ADMIN AV)

COLD CALLER

COURT HOUSE
RUNNER

SIGN THROWER

ACQUISITION
MANAGER

DISPOSITION
MANAGER

Business Structure

At Empire REI, we view business development as a team sport. Where different positions are assigned to humans with a huge variety of talents, skills and abilities. These team positions are all vital to the functionality of Empire, and for that to happen effectively we will implement a structure and a process which will empower all our team members to perform at their best!

President and CEO

Our CEO, Langston Welch, is responsible for the global vision and mission of the company, as well as leading all our team players into the bright future that awaits Empire REI.

Virtual Assistant- Lead Manager

- Responsible for taking and following up on all inbound calls. Leads can come through any inbound source that we have, whether that's bandit signs, Google pay-per-click, Facebook campaigns, or anything else that requires somebody calling or submitting a form online on our website
- Returns and/or follows up on first contact seller. Calls IMMEDIATELY within the first 5 mins of call or web submission
- Screens seller prospects thoroughly for interest AND urgency to sell and refers information to the Acquisition Associate
- Manages, categorizes and follows up on each lead routinely
- Sets appointments for the Acquisition person
- Makes outbound marketing calls

Administrative Virtual Assistant

- This team player is responsible for any list scrubbing, administrative work, paperwork, excel sheet building and posting craigslist ads. In short, anything that they can do in the computer and on the cloud, which empowers our decision makers with time to pursue other business transactions.

Cold Caller

- This team member is dedicated to making as many calls as possible to find those "golden nugget" deals. Will cold call proprietary vacant list, skip traced leads, fsbo ads. This position requires that a team

member be a proactive, self starter and doesn't mind getting through the 'No's' to find that 'YES'...

Courthouse Lead Runner

- Responsible for generating quality leads from the probate office.

Sign Thrower

- This person is responsible for placing, on average, 100 sign per week in strategic locations. Constantly flooding the streets with our signs and making Empire REI's presence ubiquitous in all of South Florida!

Acquisition Manager

- Owns/Manages the relationship between the seller and our company
- Goes on appointment promptly
- Builds TONS of rapport and is genuinely friendly and easy to get along with
- Takes pictures
- Understands cost of repairs
- Presents offers and gets contracts signed
- Helps collect all details needed to close from seller

Disposition Manager

- Owns/Manages the relationship with the buyer
- Market pictures, calls buyers,
- Shows property to prospective buyers
- Gets contract from buyer
- Helps collect all details needed to close from buyer