



Relating to the Next Generation of Realtors

James Griffith Dewling


Michigan Realtor Millennial

1

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2



Who Am I?

- 4th Generation REALTOR
- LCAR Member
- Michigan State University
- Playing less golf every year

3

....Millennials

Hi...We are here!

Millennials, whom we define as those ages 18-34, now number 75.4 million, surpassing the 74.9 million Baby Boomers (ages 51-69).

Work for us...First time Buyers

Work with us...We are Realtors



4

Lets Fresh'en Up our Vocab

Warning: Use these words at your own discretion.

5

"G.O.A.T"



Short for *Greatest Of ALL Time*

Muhammad Ali, Bill Belichick, Tiger Woods (?)

Origin: Twitter in reference to Sports.

Use:
"That lender was the G.O.A.T. and closed in under 30 days."

6

“EPIC”

Unusually great or wonderful.
Something extremely rare

Origin: unknown

Use:

"We received multiple offers over asking price and no appraisal issues..it was epic"

7

“Hook Up”

A more personal form of networking

Origin: High Schools across America

Use:

Just dont use this word. It does not relate to natural gas lines or internet/cable

8

“Salty”

Unhappy, upset, mad at the world as a result of getting played

Origin: Slang talk

Use:

"The buyer was real salty after losing out in another bidding war"

9

“Dope”

An adjective for cool, awesome or nice. Usually describing clothes, shoes, music or cars. Not to be confused with drugs

Origin: unknown

Use:

"Look at dope shoes he is wearing"

10

“Lit”

When something is turned up (hype) or popping

Origin: unknown

Use:

"That broker open house was lit"
"Said no one ever"

11

“Tilted”

Feeling slighted or upset.

Origin: Video Game Play

Use:

"Man, that agent was tilted when he heard that appraisal did not come in at value."

12

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"I'm Gucci"

To state that you are better than good.

"I'm Good"

Origin: Rap Music

Use:
"Closing is tomorrow and I'm Gucci"

13

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"Bye Felicia"


When someone says they are leaving and no one in the room cares. Felicia is used as their name because no one cares about their real name.



Use:
"Other agent leaves closing after not communicating throughout the transactions"
"Bye Felicia"

Origin: 1995 Film "Friday" Starring Ice Cube and Chris Tucker

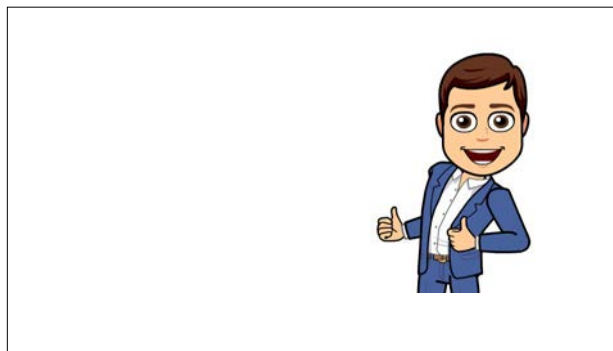
14



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Still with me?

15



16

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Barriers to Entry for the Next Generation

- Stability of Income
- Health Care
- Flexibility

17

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Barriers to Entry for the Next Generation

Stability of Income

- Student Loans
- Car Payments
- Rent/Mortgage
- Other Debts

18

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Barriers to Entry for the Next Generation

Health Care

- Independent Contractor
- Over 25...No more parents insurance
- Pay out of pocket for Health Care
- Student Loans

19

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Barriers to Entry for the Next Generation

Flexibility

- Must be ready for work at all hours
- Work when others are not
- Must commit to clients
- Student loans and healthcare

20

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Staying a REALTOR

- Tax Planning
- Insurance
- Retirement



These Items that are not tested or taught during licensing.

21

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Staying a REALTOR

Tax Planning

- L.L.C.?
- Quarterly Taxes?
- What can you deduct?



22

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Staying a REALTOR

Insurance

- Life Insurance
- Disability Insurance
- Business Insurance
- Car Insurance

23

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Staying a REALTOR

Retirement

- Saving Money - Cutting Expenses
- Roth IRA
- SEP - Simplified Employee Pension Plan
- Creating fixed income
- Investing in Real Estate



24

Thanks for Listening!

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