The 7th Level Concept:
The Seven Potential Models of People Leverage of a Financially Wealthy Real Estate Agent

The 1st Level
Agent
No Leverage

The 2nd Level
Agent
Administrative
One Administrator

The 3rd Level
Agent
Administrative
Multiple Administrators

The 4th Level
Agent
Administrative
Multiple Administrators
One Buyer Specialist

The 5th Level
Agent
Seller Specialist
Buyer Specialist
Multiple Administrators
Multiple Buyer Specialists
One Seller Specialist

The 6th Level
Agent
Seller Specialist
Administrative Manager
Buyer Specialist
Multiple Administrators
Multiple Buyer Specialists
Seller Specialist

The 7th Level
Agent
Manager
Seller Specialist
Administrative Manager
Buyer Specialist
Other Business
Manager
Administrative Manager
Multiple Administrators
Multiple Buyer Specialists
Seller Specialist

You do not need to predetermine which level you will ultimately achieve. The key is to master the level you are on and then let that set the foundation for the possibility of moving to the next stage. Trying to skip levels or move too quickly through them may set the stage for burnout or backsliding. Note: If you decide against going to the 7th Level, you should master investing.