

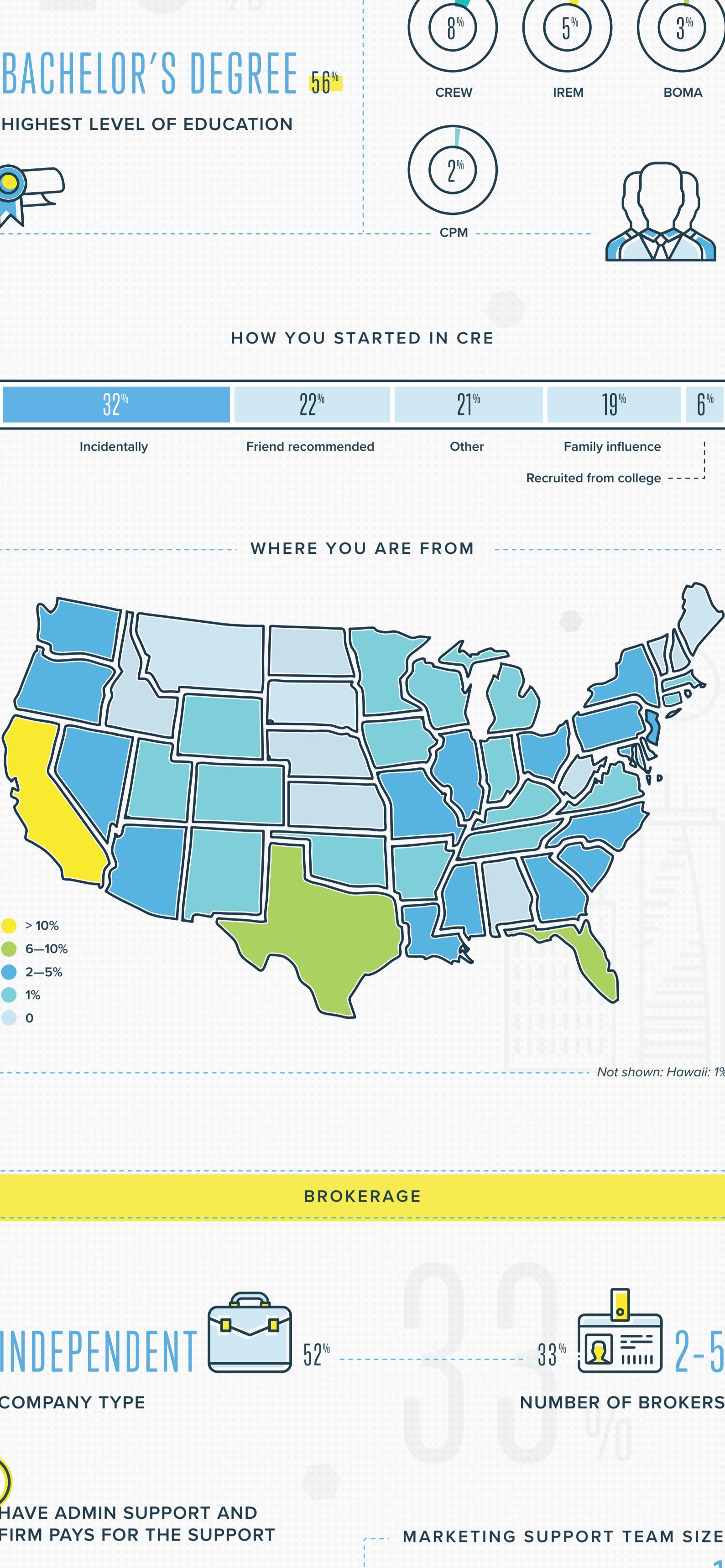
# DNA of #CRE

## 2018 BROKER EDITION RESULTS

### ABOUT YOU

WHAT SET YOU APART?

#### CHARACTERISTICS



#### BROKERAGE



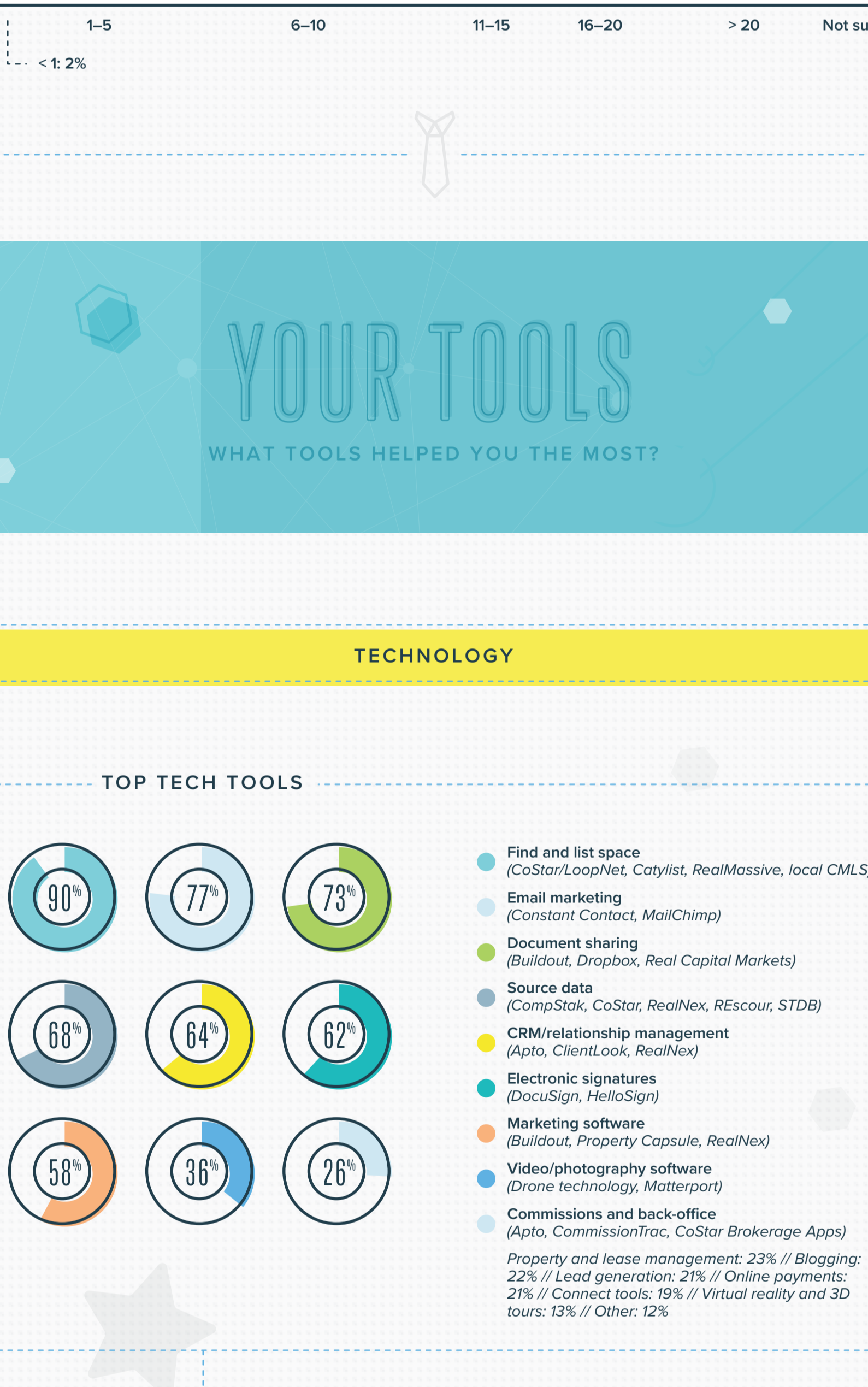
#### BROKERAGE PREDICTIONS



### YOUR FACTORS

WHAT DID YOU CARE MOST ABOUT IN YOUR BUSINESS?

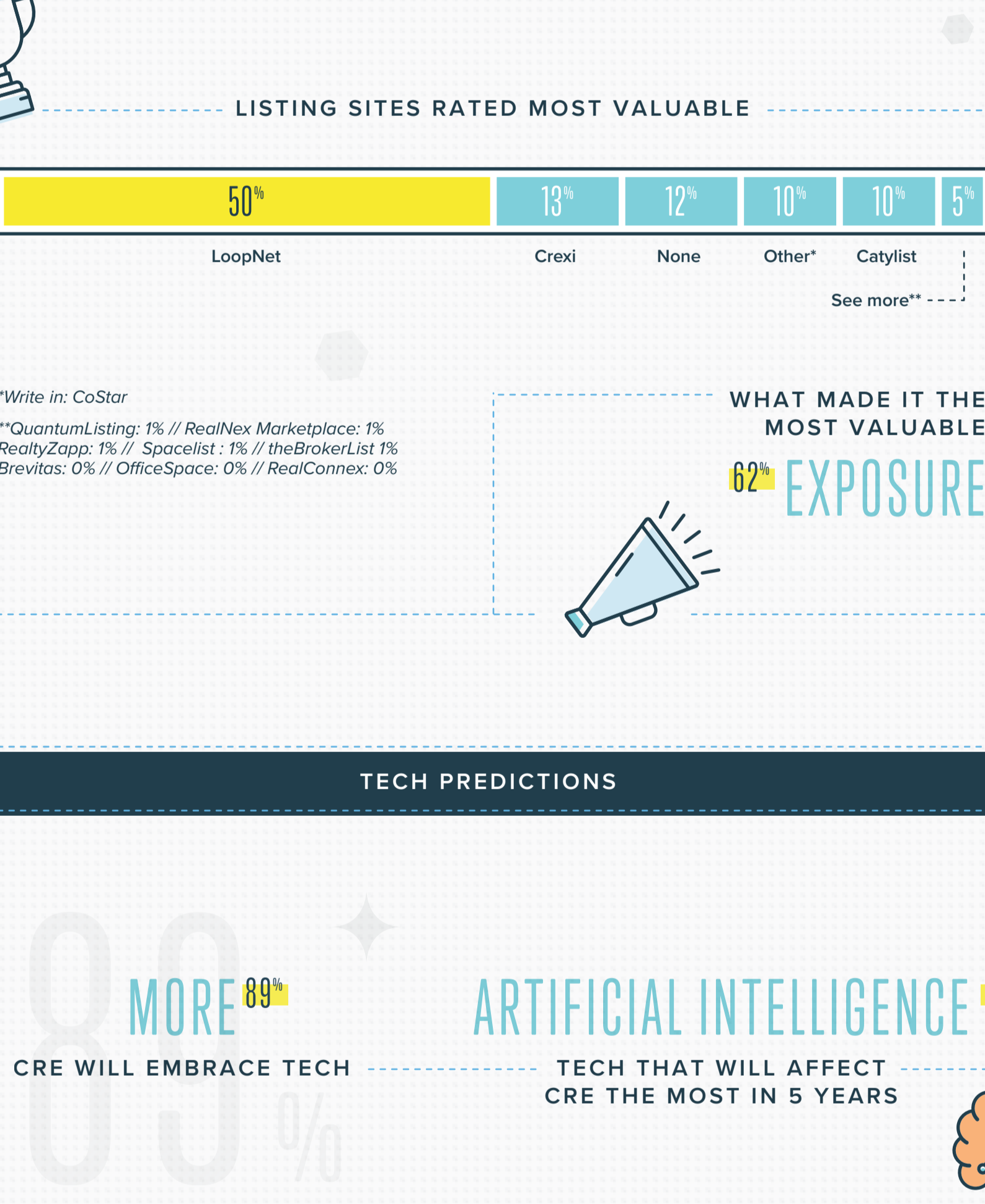
#### INFLUENCES



### YOUR WORKDAY

HOW DID YOU SPEND YOUR TIME IN 2018?

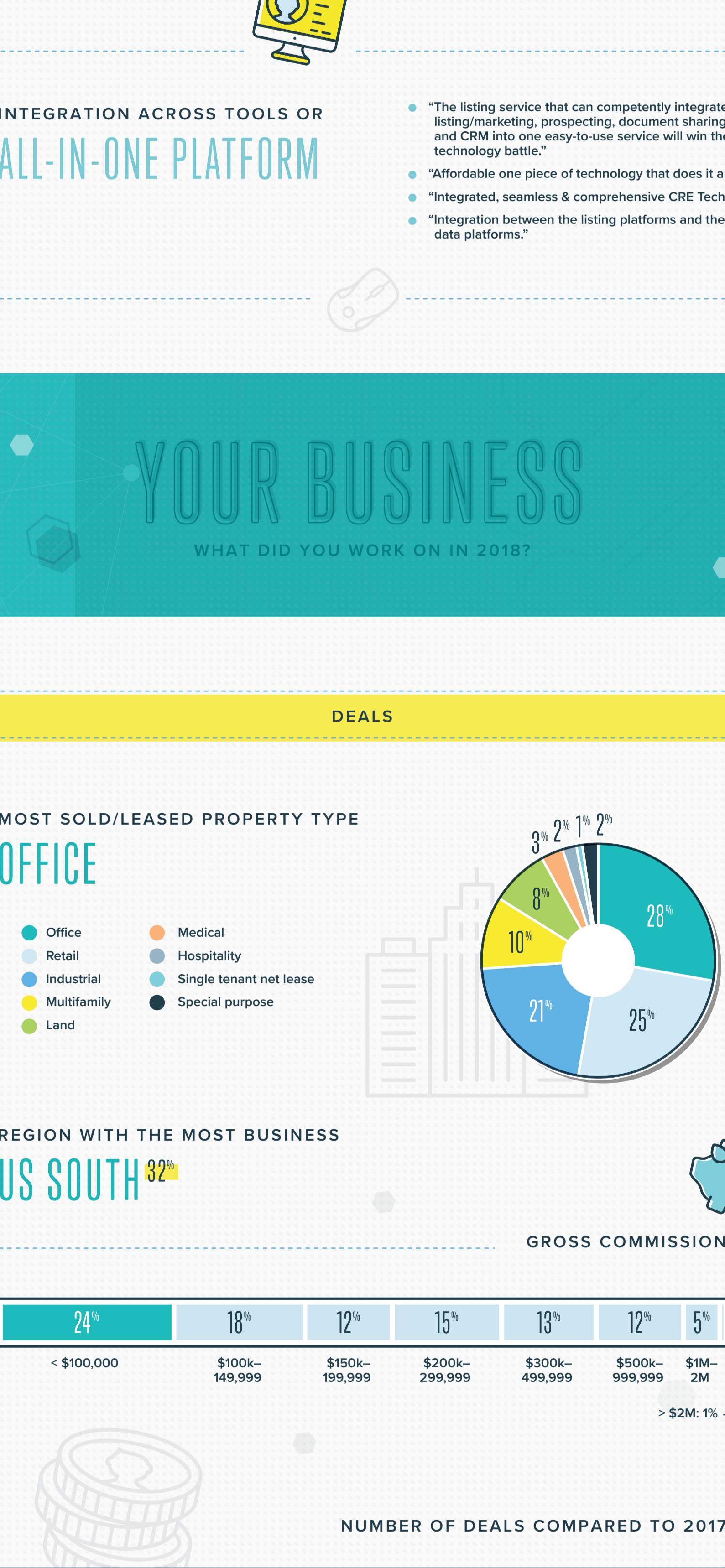
#### RESPONSIBILITIES



### YOUR TOOLS

WHAT TOOLS HELPED YOU THE MOST?

#### TECHNOLOGY



#### TECH PREDICTIONS



### YOUR BUSINESS

WHAT DID YOU WORK ON IN 2018?

#### DEALS

