

# Bellator needed a solution to get agents onboarded quickly. Thankfully they started **onboarding with WorkBright.**

## Case Study: Bellator Real Estate & Development

Bellator, a real estate company representing buyers and sellers in Mobile and Baldwin County, Alabama, needed a new way of onboarding agents. With expanding offices and interesting paperwork needs (including a recurring yearly certification requirement), Bellator needed a partner that could handle independent contractors.



**"We didn't really have an HR department for our independent contractors."**

**-Amanda Allen, Operations Manager**

Before WorkBright, paperwork at Bellator for independent contractors looked a bit different. It was challenging to handle seven offices with 20-30 pages of documents per agent. Administrators were flooded with lots of scanning and back and forth to ensure documents were complete and turned into Bellator's home office. Unfortunately, that was just the start of the agent onboarding process.



## They needed a new system that:

**1**

**Reduced The  
Administrative  
Burden For Offices**

**2**

**Helped Streamline  
The Onboarding  
Process**

**3**

**Made It Easy To  
Pull And Report  
Information**

see what happened on **page 2!**



# After Implementing WorkBright

## IMPROVED

the process of getting agents the things they need to sell.

## REDUCED

the number of requests to administrators for work documents.

## CREATED

a system to organize paperwork across offices and leaders.

**We told other real estate agencies that WorkBright is simple to use. It has freed up so much of our time.**



### How WorkBright Met Bellator Goals in the words of Amanda Allen

#### REDUCED ADMINISTRATIVE BURDEN FOR OFFICES

Instead of the admin and brokers from each office sending 20-30 pages of documents and trying to scan it all to me, **they now send me one page of information** to get the agents into WorkBright.

#### STREAMLINED THE ONBOARDING PROCESS FOR AGENTS

Agents can get their documents filled out, and we can do a lot of things in the background before ever meeting with them. We're able to get them **onboarded and out into the market to sell houses or list houses within one to two weeks.**

#### MADE IT EASY TO PULL AND REPORT INFORMATION

I used to manually enter in a spreadsheet when an agent came on board or left to give that information to the president and COO of the company. Now I can pull a professional report in WorkBright, instead of manually entering that data into Excel. **WorkBright does it all for me.**



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