

Connor Maclvor Retired LAPD to Real Estate Agent ([00:00](#)):

Good to everybody. It's Connor MC I ever Santa Clarita, home experts.com. I'm going to talk about agents, quality of agents and why it's important when you are selecting a real estate agent, I'm actually on my way to qualify. And that's kind of what brought this to me. I'm a retired honorably LAPD. So we have to qualify once a year to be able to keep a retention of our CCW, concealed weapons permit and all that stuff. So we have to qualify once a year. And what I was thinking, it's kind of back in the day, I've been in real estate for well since 1998. So quite a while we're 22, 23 years currently. So there's a lot of overlap with the LAPD. But I remember with an apartment, I taught a lot of different things. I got to teach firearms. I taught a Glock transition. I taught forty-five transition.

Connor Maclvor Retired LAPD to Real Estate Agent ([00:52](#)):

I taught recruits from zero to hero. I've taught in service personnel. I've taught people that have been off long-term IOD, which is injured on duty or sick that have come back to the job, basically with them. It's just kind of a, a retuning up. If you will, laptop people that couldn't qualify. I've taught people to get higher scores on bonus, which is kind of the, the, uh, more professional, of course, if you will, the more challenging course, and it actually pays, you know, cops a little bit extra money when you shoot that particular course and you do very well and you keep it up, you become a distinguished expert and you get a little bit extra money in your paycheck. So having taught all these courses, it showed me what little I knew. And, and I'll give you that example. You have an instructor, Dr.

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A firearms instructor. Yes, there's a real estate component to this. You have a firearms instructor that has been teaching recruits in service personnel, other different entities within the department, because, you know, SWAT for example, has their trainers. And also when there's a new weapon system introduced a lot of times, the firearms trainers will go train SWAT in a weapon system. And SWAT does a lot of its own training as well, but they have to get trained at first also. So I'm an instructor school to learn 45 transition for example, or Glock or whatever the weapon system is, uh, sets, which is shotgun instructor, a rifle. And I'm there with maybe somebody from deeply tune, which is SWAT, or maybe there was somebody from Metro. Metro is partner SWAT as part of Metro, one of the platoons. And they can also, you know, teach SWAT. But I mean, so you kind of see that overlap there.

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So there is that engagement between different entities on the department, and that's kinda where that blessing came in. Yeah. But when you go, so going to school and learning how to be an instructor in a particular course teaches you very, the very top part of the iceberg. That's what it teaches you. So it gives you is the F the fundamentals on what the curriculum is, how it's to be presented, what you're supposed to speak about the do's. And don'ts, it gives you other information to convey to the students. And then of course, it talks about the encapsulating final examination, which is going to be probably written and also performance based. And, you know, written is one thing. If you're going to be an instructor, that performance part, you better look wonderful. You better be impeccable. You better be perfect on your execution, whether it's manipulations and firearms, whether it's shooting, whether it's, you know, marksmanship the seven, you know, uh, the seven fundamentals, whatever it may be, you should be a hundred percent perfect.

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You should know your safety rules. You should never violate. I mean, there's zero tolerance for an instructor, and that's the way it should be. So that's what the school teaches you on how to instruct, but what the school doesn't teach you because there's no where enough time the school's 40 or more hours, but typically 40 hours for a basic transition school or shotgun or rifle school. After that, let's say, you're an instructor. So you first, you have to go to the school that the instructors teach, just a basic rifle, basic shotgun, basic handgun. You want to become an instructor. Then you take those, the instructor course, which in some cases could be longer. And that's where they teach you to teach it. You're already pretty good. But to get into the instructor school, you gotta be really good. So they're going to give you, uh, an instructor is going to give you a manipulations test.

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That's going to be much more stringent than what a student would end up getting. It's just going to the basic school, because like I said before, you have to look really good and you can't make mistakes because you're going to embarrass the program, the cadre, and you're going to, it's not going to be good for the entire system. So that being the case, Connor MacGyver went through these different instructor courses. And back in the day, there were not enough instructors in the police academy. So I received a training notice that I'm going for an undisclosed amount of time, unknown amount of time. I'm being transferred to the place academy or on loan to the police academy, firearms unit at Davis for LAPD. So I'm a motor cop. I get this training notice undisclosed amount of time, and nothing really changes. I still get my uniform, still get my bonus, still get my motorcycle, still get all this stuff.

Connor MacIvor Retired LAPD to Real Estate Agent ([05:54](#)):

But now I'm going to teach recruits at the police academy because there was a big hiring drive at that time. It wasn't until I went to teach what I had been an instructor in it wasn't until I went to teach that when I realized, I didn't know much of anything about teaching, about the different drills and techniques, I'll give you an example. I'm working with a recruit. I can't seem to get her light bulb to come on. She's scared to death of the recoil. She cannot hit the target because every time before the weapon fires, she flinches like crazy. She flinches to an extreme amount and the bullet doesn't hit the target because what happens when you flinch, while your sights are no longer aligned, your press is no longer clean. And you're basically premeditating the press. And you're flinching prior to the bullet exiting the end of the weapon.

Connor MacIvor Retired LAPD to Real Estate Agent ([07:07](#)):

And who knows where that barrel is. Of course it's down range. She's not, flensing flinching nuts like that, but it's still down range, but it's not. There's no semblance of grouping. And she's unable to do just basic qualification while she's doing that. So then it comes down to how do you get a student, a recruit from being scared of the recoil and the flash and the noise and all of the business that the pistol is giving? Well. So here comes an instructor that instructed me 20 some years earlier. Well, 15, 15, some years earlier, he said he instructed me in the police academy when firearms was all done at Alicia park and officer Stephan came up and officer step-in. I had a piece of paper as to what I learned in the instructor school. He not only had that, but he had 20 something years of experience to go along with it in training recruits in firearms. So he brings along an entire set of encyclopedias.

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Now, was he able to fix her a hundred percent? He fixed her probably within two or three hours of work. And then she went on to become an even distinguished, distinguished expert shot, which not being

sexist, but as it lays out in the female realm, there's not very many distinguished expert shots on the police department that continue to keep up that certification. There's not very many, well, there's not very many of you to get it. There's not very many male officers that get it. So for him to be able to solve that issue, and then for him to be able to get that light bulb to come on and then hurdle apply practice. And that's how we all get to Carnegie hall, right? Practice with that experience, that knowledge, huh? I really felt incredibly like a layman. Like I had no business being there. So anyway, after time, the time went on, months went on a couple of years, went off a little bit more than that.

Connor MacIvor Retired LAPD to Real Estate Agent ([09:30](#)):

And you know what? I started to pick up all of these additional abilities. So now I can take somebody. I have encyclopedias now too, and I can take somebody out and I can help them with a weapon system. So back to real estate, there's a comparison folks, selecting a good real estate agent has a lot to do with that experience, that knowledge you go to real estate school. You ask anybody, you go to real estate school. They teach you a lot of things that you never use. A lot of antiquated terminology with regard to real estate that you don't even say it doesn't even apply. It's not even in contracts anymore.

Connor MacIvor Retired LAPD to Real Estate Agent ([10:20](#)):

They talk about Les sorely. See, they talk about a lot of these different assignments with names and verbiage. And again, a lot of things are being applied today as they once were. And in real estate school, they're not teaching the nuts and bolts of negotiation. And that's critically important for a seller or a buyer, depending on who the agent is representing. Because if you're going with a novice agent that just went to the instructor school, or just pass the tests, there's the similarity. Then they're going to have just a little bit to offer and it's might not be enough depending on the market to help. Of course, everybody gets lucky, but to have that luck, continue to carry over is impossible. You have to have that knowledge and that experience. And that only comes with transactions. Lots of transactions set about Carnegie hall practice. Real estate is transactions.

Connor MacIvor Retired LAPD to Real Estate Agent ([11:24](#)):

You got to have those closings. You have to have that full experience. And the agents in the beginning, when they go on hire these different entities to help with the file, like a transaction coordinator, they're missing the boat, they're missing what all of that takes to get put together. So it doesn't make them as good as an agent that does it all themselves. 100%, at least for a while, while they develop the skill set and the expertise, it can take years, but that's that type of agent you want to hire. The one that has the knowledge and experience has seen it a lot. Maybe not all, but has seen a whole bunch has a lot of close transactions under their belt was standalone or in a partnership for a while, but didn't have a mega team where nobody knew what the other person was doing.

Connor MacIvor Retired LAPD to Real Estate Agent ([12:19](#)):

Didn't waste their time going to these breakfast meetings that the agents love to go to, where they just get basically discounted breakfast and sit and talk about the weather and things going on. I've never seen one deal come together as a result of going to these big agent meetings that have all these other entities there. Because why, because at the end of the day, the sellers are still going to want the most capable buyer. There is. That's what a seller wants, the highest price, the best terms, and the buyers want the best deal possible with the best terms and the best price for them. Anyway, one of these breakfast meetings existed, two words, breakfast, breakfast. That's why they exist off that horse. Back to this, I'll tell you, when you select an agent, having somebody that's got hundreds, if not thousands of

close transactions, having somebody that actually understands all aspects of real estate and furthermore has negotiated many transactions.

Connor MacIvor Retired LAPD to Real Estate Agent ([13:28](#)):

And that's incredibly important, especially when you have multiple offers on a property, your agent's going to have to try to talk to that. Seller's agent. If he's representing you as a buyer, talk to the seller's agent and try to get some more skinny on how that offer can be better written. Maybe not as far as price, maybe you're tapped out. Maybe not as far as financing, maybe that's the best you can do, but what are the other little things? Maybe the seller has an affection for edible arrangements. Maybe they love melon. Maybe that's an option, not saying to do it, but I'm saying maybe that's an option. Finding out those things you can do. Maybe there's a scotch purse. I don't know, take them a bottle of Jamieson. It just depends or Macallan. It just depends on your agent and their abilities and their ability to be savvy.

Connor MacIvor Retired LAPD to Real Estate Agent ([14:26](#)):

I'll tell you this. When hiring a real estate agent, you definitely want to find out that knowledge and experience and don't rely on the internet systems to tell you, because each one of those systems that says we have the best agent, best agent find the best agent here. We do our research. We do this, we do that funny thing is whenever they generate a lead, they don't come to the best agent Connor cause I'm on their website and say O'Connor, uh, here's, here's one for you. Thank you very much for being the best agent in your market. No, no, no, no. They call Connor and say, well, you know, we've been doing some research. You're pretty good agent there. We'd like to put you on the website and it'll be a 25% thing very much, or it'll be a thousand dollars a month. Thank you very much.

Connor MacIvor Retired LAPD to Real Estate Agent ([15:08](#)):

That's what they do. That's the, that's the trick behind those websites. So whether they selected me out of a hat, which I see some of the folks on there, and I think that's kind of the, the method. They'll tell you, they do it differently, but it's easy to, to skew the numbers when there's no proof, there's no showing of proof. They don't need it. So don't rely on those systems either. Well, you're going to interview the agent. You're gonna sit down with them and you're going to find out what they know and find out what kind of closings they've had. Find out how long they've been in the business. Find out how long they've been operating and then see if they're a good fit for you and have them maybe some stories about clients. Where, where has your knowledge and experience paid off for a client in the recent past?

Connor MacIvor Retired LAPD to Real Estate Agent ([16:02](#)):

And Hey, can I call them, can I call them and get a reference? Wow. That's, that's weird. I'd love for people to ask that. Yeah, yeah, absolutely. Call. I got five people. You can call, call him, call him, call him, call him. That's uh, that's incredible. It really is. I'm Connor MacGyver. That's. That's where we are. Um, almost a Davis. Now I just drove this entire time. Santa Clarita, 60 minutes to Davis training facility, LAPD, and about to see the security guard up at the gate. I'm gonna let you go, go to SCV nine one one.com S C V nine one one.com to see our weekly updates. As far as real estate goes, this won't be posted here. This'll be a little extra. I'll probably YouTube it and also send it to our radio channel. And I hope to talk to you soon. Whenever you're ready. Please reach out to me. I'm always interested in accepting new clients. I want to help people. If you know somebody that wants to buy or sell real estate, I'm here for them as well. I am Connor MacGyver. Thank you so much for tuning in. We will talk to you soon and have a flashed week Connor MacGyver over and out.

