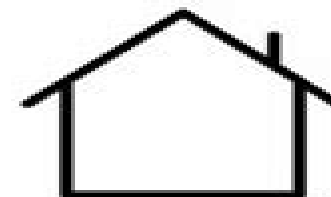


NEW REAL ESTATE AGENT CHECKLIST



1

PREPARATION

- Take Licensing Course
- Take Licensing Test
- Interview Brokerages
- Sign With a Brokerage
- Make a First Year Budget
- Study Your Local Contracts
- Sign Up for MLS, Associations

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2

SET GOALS

- Write Down Your "Why"
- First Year Goals
- Write Process (Ideal Daily) Goals
- Long Term Goals
- Quick Business Plan

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3

ACQUIRING CLIENTS

- Write Down Sources for Leads
- Choose a CRM System (For Leads & Follow Up)
- Block Time Daily For Lead Generation
- DO YOUR LEAD GENERATION TASKS DAILY
- Build Online Profiles (non-prime Hours)
- FOLLOW UP CONSISTENTLY WITH LEADS
- Close Your First Deal, Repeat

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New Home Sales Agent Manual

**U. S. Department of Labor, Bureau of
Statistics Staff, United States. Bureau
of Labor Statistics**

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