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## **#1 IDENTIFY 3 MAIN LEAD SOURCES**

Based on your personality, strengths, skills and social circles, identify the 3 key strategies you plan to use to attract leads into your business.

**#2 GET ORGANIZED** Get your database, follow up process, and marketing plan in place quickly. Perfection is overrated. Just start, evaluate and update regularly.

## **#3 ESTABLISH SCHEDULED HABITS**

You are the CEO, act like it daily. Set up and automate your schedule with a calendar system. Make sure your personal tasks/priorities are included.

**#4 SET UP A BUNKER** Working from home can be trying. Find a space that is yours, preferably with a door. Design and display a visual board outlining goals and progress.

**#5 GET SALES TRAINING FAST** The Real Estate Principles course does not teach you how to sell and attract leads. Schedule foundation training immediately; take and store notes for quick and easy future use/reference.

**#6 HAVE ACCOUNTABILITY** Your passion is what got you here, yet accountability is the key to sustainable growth in real estate. Avoid the emotional real estate roller coaster - hire a coach.

**#7 TRACK YOUR SPENDING.** Real estate has many upfront costs; investing in smart, trackable, results oriented technology is key. Your money needs to create leads and/or effective time management.

## **#8 GET INTO A TRANSACTION FAST**

Training develops a great foundation for success; momentum in real estate is created by entering your first transaction quickly. Don't wait until you think you know everything, because you will be an educated, unemployed realtor.

## **#9 FOLLOW MODELS & SYSTEMS.**

Real estate is a repeatable plan of systems and models that have been designed and perfected by many top producers. Learn them, and use them daily!

## **#10 HAVE FUN WHILE BUILDING YOUR BUSINESS.**

This is your career. Building a prosperous business requires an investment of time. Pause and celebrate WINS often, smile and have fun. Welcome to real estate!