

Top 10 Steps to a Successful Real Estate Career



- 10 Gather & Grow:** Organize your database and add to it daily, weekly, monthly.
- 09 Educate Not Inundate:** Educate yourself, but not too much – you can spend so much time learning that you are not doing.
- 08 Be the Boss of Your Time:** Be proactive with your time, not reactive. Stay in control of where your time is spent.
- 07 Sales Star:** Sales skills are critical. Learn the scripts and make them your own. Practice overcoming objections every day!
- 06 Social King:** Social media is a must, videos are a must. Adapt or die.
- 05 Embrace Fear:** Don't be afraid to not know the answer. Fear is the number one reason agents fail. You need to overcome this now.
- 04 Only The Best:** Surround yourself with top producers. Learn from those that are succeeding in real estate.
- 03 Penny Pincher:** Track your finances. Tell every penny where to go.
- 02 Lead Generating Machine:** Install good habits from day one. Prospect, lead follow up everyday!
- 01 50 Conversations = 1 Closing:** Conversations are the ultimate key to success. Get talking!