

# Keys to Continued Real Estate Success



## Create A Written Business Plan

Your success or failure is tied directly to you doing what you say you will.



## Find A Coach Or Mentor

Finding a coach or mentor who will hold you accountable to your goals will put you way ahead of your competitors.



## Plan Your Week Ahead

Plan your week in a way that always allows time for prospecting new clients. This should be your #1 priority even after you become successful.



## Send An Announcement

Be sure to tell the world where you are & what you are doing. Send an announcement letter using snail mail, email & social media to spread the word.



## The More You Learn The More You Earn

Start a learning track today and keep building it throughout your career. Continue training with RE/MAX University.



## Sense of Urgency

Do everything with a sense of urgency. The common trait in all good agents is getting things done quickly and efficiently.



## Find New Opportunities

Do all the things that the “established” agents no longer see value in. Hold open houses, use snail mail for marketing, knock on doors, etc.,



## Be Professional

Read and understand the REALTOR® Code of Ethics. Knowing the code will keep you out of harms way.



## Sphere of Influence

Get your system down while you have time to do it right. Setting up a sphere of influence & ongoing contact list is vital to your success!



## Remember To Have Some Fun

An agent who is passionate about the business and enjoys what they do is unstoppable!

