

## WHAT TO DO IN YOUR FIRST 90 DAYS!

- Identify your sphere and start adding them to a database! Your sphere is anyone you know! Friends and Facebook friends, family, past clients, business contacts, etc...
- Write your LAUNCH LETTER and send it. (If you did the first one on this list you would have a database to make mailing labels from.)
- Start your 2&2 Method - Meet and follow up with 2 new people a day, 5 days a week! How? Prospect FSBOs, Expireds, or FRBOs. Do open houses, circle prospect, door knock, network, etc... There's so many options! Pick between 1-3 that and become an expert at them!
- Expand on the 2&2! Lead Generation = SUCCESS! What would happen if you made 20 contacts a week, 50, 100? 100 contacts a week is only 2 hours of lead gen a day!
- Follow up, follow up, follow up! Don't be a secret agent! If you get a lead, they need to hear from you consistently or they'll forget about you!
- Introduce yourself to 2 agents in our office that you don't know. This will get you in the practice of a cold call, yet ANY agent here would be more than happy to take your call!
- Find a networking opportunity to attend! Make sure you have business cards!
- Explore all RE/MAX software and update your profile! Check-out MaxTech and MaxCenter!
- Create social media business pages and update them regularly!
- ATTEND ALL REV AGENTS MEETINGS!! There's so much great info at these!
- Explore the MLS - Add a headshot to your profile, start doing searches, look at newly listed homes DAILY, run a market analysis on a friends home for practice, set up an email drip campaign, etc...
- Meet with Austin or Stacey at the end of 90 days - Have you done everything on this list, are you being consistent, treating your business like a business, what can we do to help?