

5 JOBS CHECKLIST

THIS IS WHAT GETS YOU PAID

These are the daily five real jobs of a real estate agent. Even if they don't happen with a client, they should happen in practice. Lastly, each of these five should be on your calendar. If you aren't lead generating you are on your way out of the business. If you aren't showing homes, you don't know the market. If you aren't writing contracts, you won't have deals. If you are following up, you're wasting your lead generation time. You either practice with a friend or on the public.

JOB	COMPLETED
LEAD GENERATE	
SHOW HOMES	
WRITE CONTRACTS	
FOLLOW-UP	
PRACTICE	