ROARING AGENTS

The 5 Jobs of a Realtor

WEEK OF

This is what gets you paid.

These are the five real daily jobs of a real estate agent. Even if they don't happen with a client, they should happen in practice. And each of these five should be on your calendar.

1 Lead generate

If you aren't lead generating, you are on your way out of the business.

ON MY CALENDAR _____ JOB COMPLETED M T W T F S S

2 Show homes

If you aren't showing homes, you don't know the market.

ON MY CALENDAR _____ JOB COMPLETED M T W T F S S

3 Write contracts

If you aren't writing contracts, you won't have deals.

ON MY CALENDAR _____ JOB COMPLETED M T W T F S S

4 Follow up

If you aren't following up, you're wasting your lead generation time.

ON MY CALENDAR _____ JOB COMPLETED M T W T F S S

5 Practice

You either practice with a friend or on the public.

ON MY CALENDAR _____ JOB COMPLETED M T W T F S S

End of week check-in

Which job did I skip most, and what will I change?