

# Your 30-Day Quick Start Checklist

Launch your successful real estate career in just 30 days!

## Week 1: Planning

- Day 1 - Get Your Headshots and Order Your Business Cards
- Day 2 - Cement Your Goals
- Day 3 - Build Your Personal Brand
- Day 4 - Detail Your Financial Plan
- Day 5 - Design Your Initial Marketing Plan
- Day 6 - Start Your CRM
- Day 7 - Create a Daily Routine

## Week 2: Learning

- Day 8 - Find Out How Your Brokerage Works
- Day 9 - Start Reviewing the MLS Hot Sheets Daily
- Day 10 - Find a Mentor
- Day 11 - Drive the Neighborhoods
- Day 12 - Preview Properties
- Day 13 - Shadow an Agent on an Open House
- Day 14 - Review All Relevant Contracts

## Week 3: Practicing

- Day 15 - Perfect Your Elevator Pitch
- Day 16 - Practice Your Scripts
- Day 17 - Offer Free Home Valuations to Homeowners on Your CRM
- Day 18 - Host an Open House for Another Agent
- Day 19 - Make Some Cold Calls and Knock on a Few Doors
- Day 20 - Ask Your Sphere for Business
- Day 21 - Join a Community Service Organization

## Week 4: Doing

- Day 22 - Prospect for 2 Hours Every Day
- Day 23 - Launch Your Real Estate Website
- Day 24 - Get Social
- Day 25 - Set Up Your Newsletter Service
- Day 26 - Start Blogging
- Day 27 - Run One Paid Ad Campaign
- Day 28 - Reach Out to Renters

## Days 29 and 30: Producing

- Day 29 - Adopt the Brokerage Orphans
- Day 30 - Contact FSBO's and Expired Listings