

First 90 Days as a Realtor

Wealth Horizons Academy | \$197

LAUNCH YOUR CAREER THE RIGHT WAY

Your first 90 days in real estate determine whether you build a career or another statistic. 87% of agents quit within 5 years. The ones who survive share one thing: they did the right activities in the critical first 90 days.

DAYS 1-30: THE FOUNDATION

Week 1 Priority: Set up your business infrastructure - Complete all brokerage onboarding training - Order 500 business cards - Get a professional headshot taken - Set up Google Business Profile - Open business checking account

Week 2-3 Priority: Build your database to 200 contacts - Export all phone contacts, Facebook friends, LinkedIn connections - Contact every person personally with your announcement - Add 10 new contacts per day minimum

Week 4: First activities - Host or assist at first open house - Meet 3 local mortgage lenders - Attend your first networking event

DAYS 31-60: FIRST MOMENTUM

- Make 10 calls per day to your database
- Preview 10 active listings per week (know your inventory)
- Attend every office meeting and training session
- Schedule your first buyer consultation
- Make your first listing presentation attempt

DAYS 61-90: FIRST RESULTS

- First buyer under representation
- First listing consultation
- First offer written

- First transaction under contract

THE 90-DAY NUMBERS GAME

Activity	Daily Goal	90-Day Total
Database contacts	5 new	450 total
Calls made	10	900
Listing previews	2	180 homes
Consultations	1/week	12
Offers written	As needed	First one

The agent who hits these numbers in 90 days WILL close their first transaction. Guaranteed by the math.

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