

Top 25 POWER AGENT® Tips for New Agents

Becoming a real estate agent can be an exciting and rewarding career path, but it can also be daunting, especially for those just starting out. There is so much to learn and so many skills to master, so sometimes it's tough to know where to begin.

That's why when the subject came up on one of our Coaching Calls, and our awesome community of POWER AGENTS® jumped in to help a "newbie" get a jump-start, we HAD to collect their thoughts and preserve them as a resource!

Here's what they had to say:

1. Do one thing, and do it consistently.
2. Don't depend on family and friends; go out and find your own leads.
3. Find what motivates YOU and use it. *Goals are personal!*
4. Attend Open Houses in your marketplace and get to know your market.
5. Don't stop moving forward, and listen to Darryl!
6. Pick one skill to focus on and develop before you move on to the next.
7. Make prospecting calls every day. *(It gets easier, and you'll get better.)*
8. Learn how to do Open Houses like a pro. *(Darryl has lots of resources, use them.)*
9. Remember that this is a job, so that means "clock in" every day.
10. Pick a niche that interests you, and lean into it.
11. Find a farm area you love and start building your brand.
12. Follow up, follow up, follow up!
13. Invest in a good Contact Relationship Manager (CRM) and get your clients and leads organized right from the start.
14. Do everything that's free first!
15. Grow your skills with ongoing training. *(You know a great coach that can help!)*
16. Avoid *Shiny Penny Syndrome* like the plague!
17. Organize your reference material with your client data so it's easily accessible.
18. Keep good notes in your CRM and utilize the reminder systems.
19. Schedule your tasks in your calendar and stick to it!
20. Be persistent, but also be patient. It can take time to nurture new clients.
21. Fill out your *POWER AGENT® Directory Profile!* There are referrals waiting for you!
22. Ask for help. We have an awesome, ready-to-serve community on Facebook!
23. Be a walking, talking billboard for your brand. *(No secret agents!)*
24. Let the *POWER AGENT® Program* help you start and BUILD your career.
25. Don't forget to *Keep Smiling!*

