

Why Agents Fail

Checklist

When you have mastered each one, check it off!

- Local Market Knowledge
- Generating Leads, Constantly
- Marketing and Branding
- Networking & Building Relationships
- Customer Service
- Negotiation Skills
- Having a Well-Defined Target Market
- Having a Clear Marketing Plan
- Setting Realistic Goals
- Persistence and Resilience
- Time Management
- Professional Development
- Financial Management
- Support or Mentoring
- Client Focus
- Trusting Your Voice

