

YOU ONLY OPEN ONCE

FAST START

- Positive Attitude Always - Stay away from Negatives!
- After attending Fast Start business planning, meet with your manager to create your business plan.
- Tour 75 Homes and fill out the "What to look for when touring a home" worksheet
- Schedule at least 3 opportunity times within your first month
- Hold/Attend Open Houses with manager/mentor (at the beginning) using Open2Close
- Discuss Daily 7's with your Manager
- Dress for Success - What does this mean to you?
- Attend all sales meetings and training/enrichment classes
- Learn your way around the office
- Get your sphere of influence into your Engage CRM
- Create a schedule to check - in with your Manager
- Complete your personal Website
- Become familiar with all of our "Market Differentiators"
- Create a time blocking schedule - control your calendar and develop organizational skills
- Follow your Accelerate Manual and start completing the daily activities
- "List" Your home for practice
- "Sell" Your home for practice
- Complete your first transaction with Howard Hanna!

Questions and Notes:



Real Estate Services