How to speed up your new real estate career in a slow market

When the market slows what’s a new real estate agent to do? The answer is simple: Embrace the down time and revamp your career. This is the perfect time to optimize your efforts by planning, polishing your presentation tools and implementing systems. Here’s a list of the top nine activities new agents should focus on to get prepared for the busy months ahead. 1. Evaluate your business strategy, make changes and create a business plan Way too many agents, new and seasoned, fly by the seat of their pants. This is an ideal time to dig deep into how you want to create real estate success, your way. Effective business plans include time blocking, marketing budgets and actionable activities. If you need help creating one, find a successful agent in your market and ask for ideas, hire a business coach or hit up google. There’s tons of information out there. 2. Reach out to someone you admire in your market, and take him or her out to lunch Networking and building rel...

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