



The CORE Essentials of a Successful Listing Agent

There are CORE essentials that successful listings agents possess which sets them apart from other agents. Are you ready to step up to your potential as a successful listing agent?

Follow along and take notes as I show you the critical things you need to learn, know and obtain to have a successful real estate business as a listing agent.

THE FOUR ESSENTIALS OF A SUCCESSFUL LISTING AGENT:

1. _____

2. _____

3. _____

4. _____



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Avoiding the TWO Killers to Moving your Brand Forward:

1. _____
2. _____

Six Mental Triggers When Speaking or Writing to Sellers:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____



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1. What is an avatar?

2. What is a geo tag?

3. What are your neighborhoods or communities?

4. What is a niche market?



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Exercise for mental clarity in your business:

1. Why are you in the real estate business?

2. What does building a successful real estate business look like to you?

3. How much did you gross in commissions this year?

4. How much did you gross in commissions the year prior?

5. What was the difference?

6. What did you or did you not do to make that difference?



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7. What is your income goal for next year?

8. How much \$ and time did you invest in websites, blogging, online branding?

9. How much \$ and time did you invest in social media?

10. How much \$ and time did you invest in delegating, outsourcing, assistants?

11. How much \$ and time did you invest in learning, courses, designations, etc?
