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| BEFORE GETTING LICENSED | | FIRST 30 DAYS | |
| CHOOSE A BROKER | ☐ | JOIN LOCAL MLS / ASSOCIATION | ☐ |
| * Interview brokers | ☐ | ATTEND MLS ORIENTATION | ☐ |
| * Interview current agents | ☐ | DOWNLOAD FREE APPS | ☐ |
| * Compare commission splits | ☐ | * Download MLS e-Key app | ☐ |
| BEGIN YOUR REAL ESTATE SCHOOL | ☐ | OFFICE ADMIN | ☐ |
| BEGIN YOUR INFORMAL EDUCATION | ☐ | * Add computer and phone to office WiFi | ☐ |
| * Read industry publications | ☐ | * Add office printer to your computer | ☐ |
| * Subscribe to podcasts | ☐ | * Add profile to broker website | ☐ |
| * Subscribe to YouTube training | ☐ | * Update office lead rotation | ☐ |
| * Read real estate books | ☐ | * Join brokerage backend software | ☐ |
| * Learn the local market | ☐ | * Complete W-9 form for broker | ☐ |
| * Read promulgated contracts | ☐ | SET UP CLOUD FILE STORAGE | ☐ |
| SELECT 4 STRATEGY PILLARS | ☐ | SET UP E-SIGNATURE SOFTWARE | ☐ |
| * Consider a niche | ☐ | SET UP FORMS LIBRARY ACCOUNT | ☐ |
| * Find likeminded mentors | ☐ | SET GOALS | ☐ |
| CRAFT YOUR MISSION STATEMENT | ☐ | SET UP GOOGLE MY BUSINESS | ☐ |
| BUILD A BUSINESS PLAN | ☐ | GET A CRM | ☐ |
| CHOOSE A BUSINESS NAME | ☐ | SET UP SOCIAL MEDIA | ☐ |
| * Purchase domain if available | ☐ | * Facebook Business Page | ☐ |
| GET A HEADSHOT | ☐ | * LinkedIn Profile | ☐ |
| WRITE A BIO | ☐ | * Instagram | ☐ |
| SCHEDULE THE EXAM | ☐ | * YouTube | ☐ |
| GET FINGERPRINTED | ☐ | * Pinterest | ☐ |
| PASS THE TEST | ☐ | SET UP REAL ESTATE PROFILES | ☐ |
| GET SPONSORED AND GO LIVE! | ☐ | * Zillow | ☐ |
|  |  | * Realtor.com | ☐ |
|  |  | GET AN ACCOUNTANT | ☐ |
|  |  | SCHEDULE THE GRI DESIGNATION | ☐ |
|  |  | SCHEDULE TO ATTEND THE CONVENTION | ☐ |
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