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| BEFORE GETTING LICENSED | | FIRST 30 DAYS | |
| [**CHOOSE A BROKER**](https://hooquest.com/how-to-choose-a-real-estate-broker/) | ☐ | JOIN LOCAL MLS / ASSOCIATION | ☐ |
| * Interview brokers | ☐ | ATTEND MLS ORIENTATION | ☐ |
| * Interview current agents | ☐ | DOWNLOAD [**FREE APPS**](https://hooquest.com/real-estate-apps/) | ☐ |
| * Compare commission splits | ☐ | * Download MLS e-Key app | ☐ |
| BEGIN YOUR [**REAL ESTATE SCHOOL**](https://hooquest.com/schools/) | ☐ | OFFICE ADMIN | ☐ |
| BEGIN YOUR INFORMAL EDUCATION | ☐ | * Add computer and phone to office WiFi | ☐ |
| * Read [**industry publications**](https://hooquest.com/real-estate-technology-news/) | ☐ | * Add office printer to your computer | ☐ |
| * Subscribe to [**podcasts**](https://hooquest.com/real-estate-podcasts/) | ☐ | * Add profile to broker website | ☐ |
| * Subscribe to [**YouTube training**](https://hooquest.com/real-estate-agent-youtube-channels/) | ☐ | * 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**](https://hooquest.com/how-to-organizing-real-estate-filing-system/) | ☐ |
| SELECT 4 STRATEGY PILLARS | ☐ | SET UP E-SIGNATURE SOFTWARE | ☐ |
| * Consider a [**niche**](https://hooquest.com/real-estate-niches/) | ☐ | SET UP FORMS LIBRARY ACCOUNT | ☐ |
| * Find likeminded mentors | ☐ | SET [**GOALS**](https://hooquest.com/real-estate-goals/) | ☐ |
| CRAFT YOUR [**MISSION STATEMENT**](https://hooquest.com/real-estate-mission-statement-examples/) | ☐ | SET UP [**GOOGLE MY BUSINESS**](https://hooquest.com/getting-started-with-google-my-business-account-for-realtors/) | ☐ |
| BUILD A BUSINESS PLAN | ☐ | GET A [**CRM**](https://hooquest.com/crm/) | ☐ |
| CHOOSE A [**BUSINESS NAME**](https://hooquest.com/how-to-choose-a-creative-business-name-for-real-estate/) | ☐ | SET UP SOCIAL MEDIA | ☐ |
| * Purchase [**domain**](https://hooquest.com/worst-real-estate-domain-names/) if available | ☐ | * [**Facebook Business Page**](https://hooquest.com/lead-generation/facebook-for-real-estate/) | ☐ |
| GET A HEADSHOT | ☐ | * LinkedIn Profile | ☐ |
| WRITE A [**BIO**](https://hooquest.com/real-estate-agent-bio/) | ☐ | * [**Instagram**](https://hooquest.com/lead-generation/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**](https://hooquest.com/top-real-estate-technology-conferences-to-attend/) | ☐ |
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