

6 TIPS TO BECOME A TOP REAL ESTATE AGENT

To be considered a top agent, it takes certain characteristics and a plan of action. Here at The CORE Training, Inc., we teach everything you need to know to become a top REALTOR®. Here's a sneak peak of 6 tactics we teach agents:

1. BE FLEXIBLE WITH THE MARKET

With the market constantly changing, stress can come and go. However, by remaining flexible, you will reduce your stress levels and be open to change and prepared for obstacles. Try saying an affirmation to yourself, writing down something you are grateful for, or creating a morning routine to keep your emotions at ease throughout the day.

2. BE A SIMPLE CLOSER

Have the willingness to connect with others! Find out what your clients fears are in the process, and then address those fears. Ask questions and give them exceptional customer service, personalized specifically to them. Ensure them that you will be with them throughout the process and guarantee a great experience.

3. BECOME FEARLESS

Be the persistent real estate agent who does not mind making those extra phone calls. Remind yourself of how you got where you are today, and then exert that same effort. Create the urgency for individuals to come work with you by being a fearless REALTOR®. In simple terms, you are the COMMODITY. Never be afraid to return to the basics of networking events, client parties, and mailers.

4. DON'T BE AFRAID TO CHASE THE BIG CLIENTS

There will be times within your career where you may feel as though you are not qualified to handle big clients, or maybe you are envious of your fellow agents who take on that tier. Do you know how they got those clients? They took a chance and went after them! You can do the same. Here at The CORE Training, Inc. we teach our agents exactly how to chase and earn those top tier clients and what to do and say throughout the process.

5. BECOME A BETTER LEADER

You are always leading someone! It could be your peers, employees, or a client. In any scenario, make sure that whomever is in your circle is well taken care of. Have fun and make sure others are having fun with you. Lead with the true core values of your company and others will follow.

6. HAVE A BALANCED WORK LIFE

We understand that you are always going to be busy. However, you must take time for yourself. If you are not in tune with your spiritual, physical, and mental health, then it's inevitable that you will eventually crash. When you're at work, give it your all. When you turn off the lights in your office at the end of the day, leave it all there. Don't bring you work home with you. Your work and personal life will become more fulfilling when you adopt these simple habits.

THESE ARE JUST A FEW OF THE TACTICS WE TEACH OUR REAL ESTATE AGENTS IN OUR 12 STEPS TO DOUBLING YOUR INCOME. SIGN UP TODAY TO GET STARTED ON YOUR PATH TO SUCCESS OR SCHEDULE A FREE COACHING CALL.

“SUCCESS IS A JOURNEY, NOT A DESTINATION. THE DOING IS OFTEN MORE IMPORTANT THAN THE OUTCOME.” - *Arthur Ashe*

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