

GOAL SETTING

for New Real Estate Agents

Become a goal-getter early on in your real estate career to accelerate professional growth! Use this guide to set rock-solid goals in your first months on the job.



DREAMCAST

Brainstorm what a successful long-term career looks like for you. Create a vision board with pictures of your personal and professional dreams to keep you motivated on your journey.

Powerful Goals for First-Time Agents

- ✓ Build a thriving database with quality clients.
- ✓ Implement an effective lead generation system.
- ✓ Close at least one deal per month.
- ✓ _____

MAKE YOUR GOALS SMART

When you've determined your own goals, it's time to make them **SMART: Specific, Measurable, Attainable, Realistic, Time-Bound**

To set a SMART goal, ask yourself:

- *What do I want to accomplish?*
- *How will I measure my success?*
- *What resources/skills do I need to achieve it?*
- *What is the professional benefit of achieving this?*
- *By what date will I achieve it?*

BREAK IT DOWN

Divide your primary goals into smaller, ten-day goals to make them more achievable.

WRITE IT DOWN

When you write your goal down, share it with others and check in regularly, research shows you're more likely to achieve it.¹

Need some help achieving your real estate goals? Sign up for **100 Days to Greatness[®]**, a real estate training program from Buffini & Company designed to help new agents build long-term success.

