

New Real Estate Agent Guide: What to Expect in Your First Year

As a new real estate agent, you're likely excited about the possibilities ahead as you enter your first year in the industry. You may also be feeling a bit tentative as the market continues to change from where it was even just a few months ago. **Here are some things to expect and what to do when they happen.**



What to Expect:	What to Do:
You will not know how many deals you need to close to break even.	<p>Input your expenses into a budgeting system that also includes a profit and loss spreadsheet. Include things such as:</p> <ul style="list-style-type: none"> ✓ Licensing Fees ✓ Marketing Expenses ✓ Living Expenses ✓ Brokerage Fees ✓ Taxes ✓ Miscellaneous/Unexpected Expenses ✓ Office Expenses ✓ Gas
You will make little to no income for the first few weeks.	<p>Before you even start your career in real estate you should have a backup financial plan. That could be savings, a family member who will offer financial support or another job. This will give you an idea of your overall expenses.</p>
You will not know how to attract clients.	<p>Tell everyone you know that you're now working in real estate. Network with other business people. Join civic and community groups. Start making calls and sending emails with interesting information about real estate and other topics.</p>
You will be dealing with a lot of different types of personalities.	<p>Knowing your strengths when it comes to selling, serving and communication is key. It's just as important to know what your clients strengths are and how best to adapt to them.</p>
You will feel overwhelmed and sometimes unsure of what steps to take.	<p>Consider using a customer relationship management (CRM) system that helps you manage your schedule, lets you know when to do certain tasks and contact clients and leads.</p>
You don't have practical skills yet in things such as negotiation and overcoming buyer and seller objections.	<p>Sign up for additional training outside of the on boarding your brokerage may offer. Look for a course that helps you put systems in place, offers negotiation tactics and real world role plays.</p>
You will feel stuck or discouraged.	<p>Reach out for support from a mentor, coach, peer or an experienced agent.</p>

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