

# 4 No-Brainer Pieces of Advice for New Agents During Their First Year

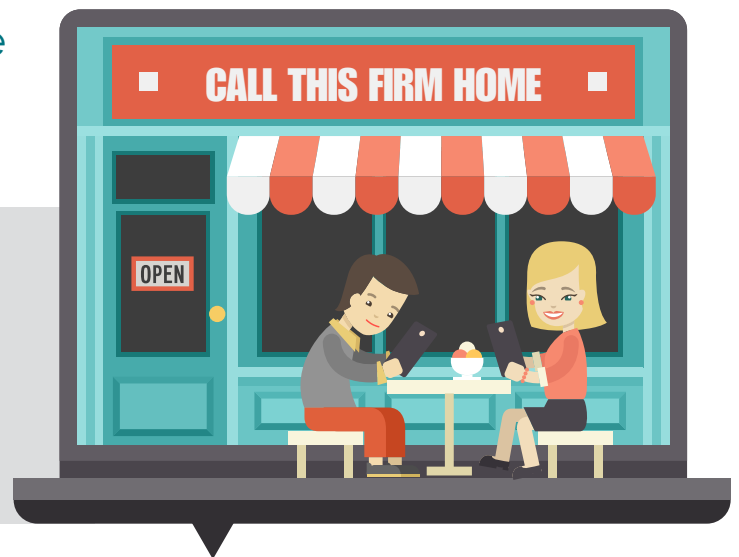
An agent's first year is a challenging but exciting time! Getting established is a question of finding the right office and marketing yourself as much as your listings. Here's some advice for first-year agents.

## #1

### Pick the right place to call home

Find a firm that has a vision you can connect with and is guided by values that you share. Then, be sure to find out about:

- Commission splits and plans
- Physical location and foot traffic
- Company market share
- Use of technology
- Amount of training provided
- Marketing support

An illustration of a man in a dark suit and tie standing next to a whiteboard. The whiteboard displays a bar chart with red and blue bars. He is pointing at the chart. In the foreground, three people are seen from behind, sitting at a desk and looking towards the presenter. The background is a solid orange color.

## #2

### Seek to Learn

As you get started, take advantage of every opportunity to learn!

- Find a mentor
- Partner with vendors
- Participate in training

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#3

### Develop Your Marketing Plan

Build into your schedule time that will be devoted to prospecting and building your contacts list. Make connections on social media and plan email marketing strategies. Take advantage of your firm's CRM software or other digital tools to make these processes as efficient as possible.

### #4 Run With the Big Dogs

Expand your network by being visible and active in the community. Join professional associations at the local, state and/or national level to start getting familiar with the leaders in the field.



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