WHAT YOU SHOULD BE DOING IN YOUR FIRST 90 DAYS

- [ ] Visit IREC and apply for your license.
- [ ] Visit the Boise Regional Realtors (or your local association) and get set up under Equity Northwest Real Estate under Kit Fitzgerald. Sign up for any classes necessary and pay any fees. Do the same at Intermountain MLS (or your local MLS).
- [ ] Build Your Database
- [ ] Ensure that your online profiles are looking good & accurate
- [ ] Start listening to the weekly Elite Agent Training Webinars
- [ ] Tour homes and neighborhoods; get to know the different areas of the Treasure Valley and what is unique about them
- [ ] Work open houses, volunteer, meet with title officers, lenders, anyone you can learn from
- [ ] Be sure to attend all Equity Sales Meetings
- [ ] Utilize Elevate services to market to your Sphere of Influence
- [ ] Get familiar with FSBO program in Elevate
- [ ] Read books, blogs, etc. Familiarize yourself with NAR's website

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- [ ] Remember to be respectful of Idaho Fair Housing Laws

- [ ] If you are a brand new agent, you will be going through your first three transactions with your broker or an assigned mentor. Be sure to identify who that is and get organized with them so you're ready when you have your first client.

- [ ] Visit the association websites such as nar.realtor, idahorealtors.com, and boirealtors.com and keep an eye out for educational classes you might be interested in. Here are a few that we think are pretty great:

  Ethics...NAR's Required Code - by BRR
  Practical Use of the REALTORS® Forms -by BRR
  Post License Fundamentals - by BRR
  Post License Elective - Professionalism, Negotiations and Closings - by BRR

  Also check out The CE Shop at idahorealtors.com/Education/OnlineClasses.aspx and the education page at nar.realtor/Education for more learning opportunities.

- [ ] Remember there's no golden ticket to being successful. It takes time, patience, and discipline. Think about your day and make sure you're spending time on money making activities. Being busy just to make yourself feel better does you no good if you're not focusing on finding your next client.