

## The Benefits of Being a New Realtor

1. No bad habits
2. Enthusiastic
3. Up to date with all the rules
4. Current knowledge
5. Can't be manipulated
6. Not pushy
7. Go to see more houses / preview & learn the product
8. Won't make assumptions
9. Focused on the client
10. Not stuck in a rut
11. Sincere
12. Will work with the client, not lead them
13. Will try new methods with faith & commitment
14. Dedicated
15. Eager
16. Not jaded
17. No preconceived notions
18. Creative
19. Lots of new ideas
20. Wants to do a really good job to build a good reputation
21. Optimistic
22. Hungry
23. Lots more time
24. Take time to go the extra mile
25. Younger? (Have more friends entering the market)
26. Fitter
27. Work harder
28. More efficient
29. More tech savvy to keep ahead of the game
30. Every deal counts
31. Door to door for new business
32. Cold calling
33. Open to trying new things
34. Continuously marketing for new business
35. Not aware of bad times
36. Better systems
37. Might think of partnering
38. Getting real estate training & mentoring
39. Networking (opportunity to let 'world' know)
40. Comfortable with real estate info online
41. Taking courses in sales & marketing
42. Willing to take more risk
43. Work out of home rather than waste time at the office

44. Work with support teams
45. Get more FSBO and expireds on market
46. Bring experience from other jobs / industries
47. Identify well with first time buyers
48. Will try anything (don't know what doesn't work) / No boundaries
49. Time to volunteer & get involved in community
50. Lots to learn & learning is challenging and fun
51. Open to collaborating with other Realtors
52. Lots of write offs
53. Humble
54. Keen
55. Loads of energy (excitement)
56. Willing to do open houses
- 57. Willing to do grunt work to build customer base**