

# First 6 Months in Real Estate: Guided Activity Roadmap



**This week-by-week roadmap provides structure, milestones, and goal tracking for a new licensee's first half-year.**

Week 1-2: Foundational training and education

Week 1-4: Get organized - Develop business plan, build CRM/database, property searches,, reach out to Sphere of Influence (SOI), announce your business

Month 2: Work on your business when you're not working in it. Establish marketing and networking strategies. Be in the office as much as possible. Set up coffee & lunch dates. Send daily handwritten notes.

Month 3-4: Host open houses, conduct buyer consults, preview listings

Month 5: Ask questions! Now that you've seen some action, what do you need to clarify?

Month 6: Evaluate progress, refine lead generation plan, set next 6-month goals

