FREE GUIDE

A First-90-Days Plan for Agents in a New Market

Whether you're new to Tampa Bay, Chicago or a new brokerage, the first three months set your pace. Here's a simple plan, month by month.



Month 1: learn the market

- ✓ Pick two or three neighborhoods to know deeply.
- ✓ Tour open houses every weekend and note prices, condition and days on market.
- ✓ Get your systems ready: CRM, website, social profiles and lead alerts.

Month 2: show up

- ✓ Post on a steady schedule about your chosen neighborhoods.
- ✓ Reach out to everyone you know and tell them what you do now.
- ✓ Hold open houses for other agents' listings.

Month 3: build the pipeline

- ✓ Run a small, steady ad campaign and reply to every lead fast.
- ✓ Follow up on every conversation from months one and two.
- ✓ Review what's working, then do more of it.

Want the marketing part handled for you? **See how Kap Rate Living's included marketing works.**