

**One of my agents recently asked, “Now what…”**

**Having had almost 20 years in the business I was a bit stunned. I had forgotten how confusing this business can be.**

**The short answer: Start making connections.**

I want to address what to do here specifically and exactly:

**1 - Write down everyone you know. Call 100 people in your sphere of influence (people you know). You’ll be surprised at how many people respond...and there may be deals right there. In addition, this will get you into the practice of calling. If they don’t answer, text them.**

**2 - Ask Josh if you can sit an open house. Then make this a weekly habit.**

**You should sit a minimum of 2 hours every Sunday or Saturday. If you miss a week...double up the next week.**

**3 - Schedule a shadow day. Watch Josh and other agents make calls. This is how you learn.**

**4 - Write a mock contract. Wednesday Trainings will help you with this.**

**5 - Call Josh to schedule your “Design Your Day”.**