

Chapter 5: Are you ready?

Success in real estate starts with a plan. It's no surprise that real estate agents who step back and think big about their career—and what they want to accomplish—are the ones who crush it. So let's assess where you are today and where you're headed. Complete this short quiz to help you determine if a career in real estate fits your goals and passions.

Achievement

Adventure

Authenticity

Authority

Autonomy

Balance

Boldness

Compassion

Challenge

Community

Competency

Contribution

Creativity

Determination

Fairness

Faith

Friendships

Fun

Happiness

Honesty

Humor

Kindness

Leadership

Learning

Love

Loyalty

Meaningful Work

Optimism

Peace

Pleasure

Poise

Recognition

Respect

Responsibility

Security

Self-Respect

Stability

Trustworthiness

Wealth

SCORE: Are you struggling to live these core values in your current career? YES / NO



2. What does your vision of a career in real estate look like?

In other words, do you see yourself on Million Dollar Listing or House Hunters?

SCORE: Would this kind of “work” bring joy to your life? YES / NO

3. What are you really good at? Jot down some of the professional skills you excel at. This could be anything from being a “people person” to an “eye for design” to superb organizational skills. Go ahead, brag a little.

SCORE: Will the majority of the skills you referenced above help you in real estate? YES / NO

4. What’s holding you back? Jot down the hurdles (either physical or mental) that you need to overcome to launch your career in real estate.

SCORE: Will some real estate education and assistance from “experts” help you overcome these? YES / NO

5. What makes you energized? Now, here’s the litmus test. Ask yourself, “Did reading this guide get you excited about the prospect of being a real estate agent?” If your answer is yes, then it may be time for you to make the switch to real estate. We hope this planning process and information has you all charged up to take your first step toward your new real estate career.

SCORE: Does the idea of this lifestyle excite you? YES / NO

Score Your Responses

Is real estate the right career for you?

Mark down the number of “Yes” and “No” answers to see how likely a career in real estate matches your passions and potential:

of YES's: _____ # of NO's: _____

Mostly No's	Dabble Part-Time. You still seem on the fence, and that's okay! Many people start their pre-licensing courses to learn the business side of real estate before deciding whether or not they want to make a career in real estate. The education is valuable, plus they get to explore new opportunities. Learn More.
Mostly Yes's	What are you waiting for? It's time to leverage your sales experience into a profitable new career! Use our checklist to the right to determine your next steps. Get started.

Ready to jumpstart your career? Join the club! Tru Realty has helped over real estate agents get their start in the industry. Visit TruRealty.io for more information.

