

Transition Plan

This template and strategic questioning is designed to help you determine both whether real estate is the right career for you, and whether you are in a position to successfully make the transition from what you are currently doing professionally.

The following questions and attached tools templates will help accomplish these goals. We look forward to working through this discovery process with you. Should you discover real estate is the right fit, we will continue to be all in, for you throughout the steps that follow.

1 Why

WHY REAL ESTATE?

Briefly describe the “why” behind evaluating this profession. Write down 3-5 key points in order of importance to you.

2 Timing

BECOMING CLEAR IN THE TIMING OF YOUR TRANSITION PLAN WILL BE CRITICAL TO YOUR SUCCESS.

If you could wave a magic wand, when would you transition from your current job/school/profession to real estate as your full-time career?

Is your current job/school schedule flexible?

Yes No

If so, how many hours per week can you commit to the initial ramp-up in making the transition to real estate?

- ▶ Within the first 30 days?
- ▶ 30-90 days?
- ▶ 91 to 180 days?



We suggest using our [Time Blocking Scheduler](#).

Transition Plan (CONT.)

3 Pipeline Building

WE BELIEVE IN BUILDING YOUR BUSINESS AROUND THOSE THAT KNOW, LIKE, AND TRUST YOU. IT'S ABOUT RELATIONSHIPS, NOT TRANSACTIONS.

If you were to send out an announcement to a database of people letting them know you've moved into the real estate industry...

- ▶ How many people would you send this to?

- ▶ Do the majority of these people live in the zip codes(s) you will be working?



We suggest using our [Database Template Tool](#).

4 Financials

SUCCESSFUL PLANNING MUST INCLUDE FINANCIAL PLANNING.

What is the total dollar amount of your current monthly living expenses?

Multiply that monthly dollar amount by 6.

Total =

What funds do you currently have set aside as a safety net while you ramp up your real estate business?

What are your Gross Commission Income (GCI) goals for...

- ▶ Year 1 =
- ▶ Years 2-5 =
- ▶ Years 5+ =

5 Partnership

FINDING THE "RIGHT FIT" IN A COMPANY FROM THE GET-GO IS PARAMOUNT. BOTH YOU AND THE BROKERAGE THAT HIRES YOU WILL INVEST IN YOUR SUCCESS. TAKE YOUR TIME IN DISCOVERING THE "RIGHT FIT."

What do you believe you are looking for in a company/office? Write down 3-5 key points in order of importance to you.

6 Hurdles

ARE THERE ANY OTHER OBSTACLES OR CONSIDERATIONS IN YOUR LIFE THAT YOU WOULD NEED TO ADDRESS IN ORDER TO PURSUE A CAREER IN REAL ESTATE?

Write down any obstacles or considerations.