



TOP 10 THINGS I WISH I KNEW BEFORE GETTING INTO REAL ESTATE

By Andrea Beem





- 1 THIS CAREER IS SIMPLE, NOT EASY.
- 2 MAKE QUARTERLY TAX PAYMENTS. YOU WILL THANK ME LATER.
- 3 YOU HAVE 2 JOBS. LEAD GENERATE AND SELL REAL ESTATE. YOU DO NOT HAVE ONE WITHOUT THE OTHER.
- 4 YOU HAVE TO HAVE A BUSINESS OWNER MINDSET, YOU ARE NOT AN EMPLOYEE.
- 5 CREATE A SCHEDULE & STICK TO IT. AUTONOMY HAS KILLED MORE REAL ESTATE CAREERS THAN YOU WILL EVER KNOW.
- 6 HAVE A MINIMUM 6 MONTHS OF SAVINGS OR HAVE A SECONDARY INCOME.
- 7 YOU WILL NEED THICK SKIN. YOU HAVE TO REMAIN PROFESSIONAL AND NOT TAKE EVERYTHING PERSONALLY.
- 8 SELF MANAGEMENT. NO SUCH THING AS TIME MANAGEMENT.
- 9 YOUR FRIEND WILL USE ANOTHER REALTOR, AND YOUR FEELINGS WILL GET HURT.
- 10 YOU WILL MAKE MISTAKES...AND IT'S OK!

