

Your FIRST 30 Days at eXp

READY
SET
GROW

1. Meet with Onboarding Specialist.
Contact your Sponsor for the local onboarding Specialist in your group.

For our Northern CA group you can contact onboarding@brentgove.com or 916-572-2221. These folks will be the connection to the onboarding process at eXp and help you order business cards, help you set up your websites, order signs and much more!



2. Plug into eXp World.

Ask Questions at each department..."How do you help the agents here at eXp?"

3. Before you close your 1st deal.

Go to Accounting and make sure you understand the payment process, splits..if you have a team

4. Review and Attend the Classes offered in eXp World.

5. Plug into the North American Leadership Series...

Every Monday 11:30am PST (Red Hall in eXp World) Learn how to attract agents at the highest level!

6. Build a List of 100+ names immediately.

7. Watch all videos at BrentGoveResources.com.

8. Build a Wealth Chart.

9. Carve out time to prospect at least once a week if not each day.

10. Share the Webinar in person if possible to someone everyday! M-F

11. Sponsor/Enroll 10 agents as fast as possible!

12. Don't Lone Wolf it!!

13. Utilize your Sponsor & Upline to help you follow up!

14. Introduce them as your Partner or Mentor or Coach.

15. Text/Call your Sponsor everyday with Questions along with your sponsors Sponsor..etc.

16. Make a list of all 7 people above you as they will all help you sell more Real Estate & build a wonderful Rev Share Organization that you can be proud of! Get phone numbers. Text is Best.

17. Attend or Start a Lunch and Learn. (press play!)

18. Attend next big eXp event!

19. Support your Group - Text/Call Weekly. Make sure they are plugged in.

20. Duplication is how you grow - How you show up will be how your group shows up.

21. What's your Big Vision/Dream and your Freedom #?

22. What would your Rev Share be by month 6? Month 12? etc.

23. Set your Goals to Sponsor/Enroll X number of Front Line your first year.
(Like 20 or 40 etc) and then set a goal to have so many in your Organization by end of year one with eXp. ie 200+ Agents etc. 400?

24. Success Formula is 2-10-40. Prospect 2 agent/brokers a day m-f. 10 a week. 40 a month!

25. That should lead to Sponsoring at least 3-5 each month or more depending on your level of influence etc.

26. eXp..... Making Real Estate Fun Again! :-)