

Southland

REALTORS

New Agent Orientation Steps



1. INTERNAL PAPERWORK

- * TREC Form
- * Independent Contractor Agreement
- * Master Key Form
- * Direct Deposit Form



2. GET SET UP

Visit:
www.southlandrealtors.com/NEWAGENT
and fill out the form



3. GO MOBILE

Refer to the Technology Cheat Sheet and
set up email on all your devices



4. MEET THE FAMILY

Take time to introduce yourself to the
Southland Family, not just other agents,
but members of the family at other
Southland companies.

**A notification email went out to all
members of the Southland Family when you
filled out the form in step 2**



5. SET YOUR GOALS

MOST IMPORTANT STEP

What is your sales goal this year?
(be as specific as possible)
How many millions? How many transactions?

Say your goal out-loud
Write it down
Visualize it happening



6. TELL THE WHOLE WORLD

Tell. Call. Text. Email. Tweet. Post. Blog.
EVERYONE you know and tell them you
are now at Southland and you're here for
any of their real estate needs