**Successful 1-3 Year Agent: Give Newbies Great Advice!**

I'm writing the 5th (!) edition of [***Up and Running in 30 Days***](http://store.carla-cross.com/up-and-running-in-30-days-4th-edition-p64.php), published internationally by Dearborn Financial Publishing--and sold in all major bookstores and Amazon. Up and Running in 30 Days is literally the new agent's business start-up plan, with the 'what', the 'how', the how much, and, very important, the 'why'. I created from my experience selling 40 homes my first year in the business, and training/coaching new agents to succeed quickly.

In each edition, I update trends, strategies, and especially advice from those who've done well in recent markets. You're one of those people. Could you answer these questions and email me ([carla@carlacross.com](mailto:carla@carlacross.com)). If I'm able to use your quotes, I'll send you the new 5th edition--out early next year. Of course, you can use your inclusion as promotion for your expertise, too. (If you want to know about my background, [**click here**](http://carla-cross.com/about-cc-c/)). I've had the privilege of working with most of your companies as a trainer, speaker, coach, and resource provider.

1. What are 1-3 things you did as a new agent to successfully launch your career?

2. What do you wish you had done differently?

3. What advice would you give to new agents?

4. What technology is absolutely critical for the new agents to incorporate? Why?

5. What specific orientation start-up procedures were most helpful to you? What do you wish you had (actions, training, coaching, etc.) in your first 3 months that would have increased your quick success?

Other comments:

Thanks so much. Please include your name as you want it used, your company name, your email and phone (for contact information so you can get referrals).

Name:

Company:

Phone:

Email:

Specialties:

Number of transactions completed your first year:

Please return this to me by 5.10 so I can include it! Thanks again. Let me know how/if I can help you! You're doing a great service to those going into the business!

Best,

Carla Cross

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