
FOR AGENTS CONSIDERING GREAT HOMES

Your First 90 Days

Exactly what happens after you say yes. Who you'll meet, what you'll build, and how we'll know it's working.

DAYS 1–30

Build the foundation

Your plan, your systems, your people.

DAYS 31–60

Build momentum

Activity turns into conversations and contracts.

DAYS 61–90

Build your rhythm

A business that runs on a schedule you own.

Changing brokerages is a big decision. So is starting a career. Either way, you deserve to see the plan before you commit. Here it is. Ninety days, three phases, and a real person beside you at every step.

greathomessc.com/join-us

PHASE 1 · DAYS 1–30

Build the foundation

The first month is about you. How you work, what you want from this business, and the plan that gets you there. We handle the setup so your energy goes into people and pipeline.

Days 1–5

Your launch call

License, MLS and association access, email, CRM, and your website. Our operations team runs the checklist with you, so nothing slips.

Days 1–5

Your DISC Overview

A short assessment, then a 30-minute conversation about how you communicate and how you like to be supported. Your first real meeting with us is about you, not your numbers.

Days 5–10

Your Pillars and Business Plan

Pick the lead sources that fit who you are. Then give them numbers: your deal goal, your audience, your weekly time, and fallback, target and stretch goals. We finish with your three whys, because the plan has to serve your life.

Days 10–12

Your goals go live in SISU

Your plan is loaded into a dashboard and worked backward into daily and weekly activity. You'll always know if today's effort matches the year you said you want.

Every 2 weeks

Your CRM Review starts

One-on-one, every time. We look at your database, your follow-up and your pipeline together. Small adjustments now save months later.

BY DAY 30, YOU'LL HAVE

- ✓ A written business plan built around your goals
- ✓ Your database loaded and working in your CRM
- ✓ Daily and weekly activity targets in SISU
- ✓ Met your Market Leader, your mentor and our transaction team

PHASE 2 · DAYS 31–60

Build momentum

The plan meets real life. We check the numbers early, so small gaps get fixed while they're small.

Day 30	Your first Business Plan Review One-on-one. We open with your wins, then pull up SISU and ask one honest question: is your activity enough to produce what you said you want?
Each review	Your Growth Edge You leave with one skill to sharpen, tied to the pillar that needs it most. One focus at a time. Clear and doable.
Weekly	In-person team meeting Training, market insight and recognition. Every closing gets celebrated.
Day 60	Your review, with your peers A small pod of agents from your market reviews together at the monthly meeting. You'll hear what's working for people selling in the same neighborhoods you are.

PHASE 3 · DAYS 61–90

Build your rhythm

Day 90	Your quarter in review We look at the full 90 days. If your activity matches your goal, we build on it. If not, we have the honest conversation and set the next quarter.
After Day 90	Quarterly reviews, and Fast Track Reviews move to quarterly. Hit target or stretch two quarters in a row and you earn Fast Track, a lighter cadence on everything.

NEWLY LICENSED

We carry more of the load early

More training, more shadowing, and support on your first transactions. Your plan is sized for a strong first year.

EXPERIENCED AGENT

We start from what already works

Your database comes with you. Your plan builds on your strongest pillars, and the cadence lightens as your numbers prove it.

THE PEOPLE

Who's in your corner

Your Market Leader

Leads your local office in person and knows your market street by street.

Agent team and VA support

Fellow agents to learn alongside, plus a VA support team for marketing and technology.

Your performance coach

Builds your plan with you and runs your Business Plan and CRM Reviews.

Agent Success and Education

Training, onboarding and a resource library stocked with what agents ask for.

Transaction team

Keeps every file moving from contract to close, so you can stay with your clients.

Operations

Handles setup, scheduling and systems behind the scenes. You sell. We run the rest.

OUR COMMITMENT TO YOU

Your next review is on the calendar before you leave the last one.

One-on-one time that's about your goals.

Straight talk when the numbers and the goal don't match.

Every closing celebrated.

WHAT WE ASK OF YOU

Attend our weekly team meetings.

Show up to your reviews, ready to be honest.

Keep SISU and your CRM current.

Do the activity you set for yourself.

Tell us early when something isn't working.

Let's talk about your next 90 days.

No pitch. A real conversation about where you are and where you want to go.

EXPERIENCED

Book 15 minutes with a member of our team

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