Dear manager or owner,

Thank you for contributing to new agents’ success. Please answer the questions below and email your answers to [carla@carlacross.com](mailto:carla@carlacross.com). If I’m able to use your quotes in the new edition of Up and Running in 30 Days, due out in early 2017, you will receive a complimentary copy of the book. Again, thank you!

1. What do new successful agents do consistently that agents who fail don't do?

2. What common mistakes do new agents make that cost them time, money--and hinder their success?

3. Would you advise a new agent to (why or why not)

--join a team

--have a mentor

--hire a professional coach

4. What should a new agent look for in a training program?

5. Other advice you provide to a new agent?

Your name:

Company name:

Number of agents in your office:

Number of agents you've hired that have completed at least 10 transactions their first year in the business: