

Excerpted from [Launching Right in Real Estate: What They Won't Teach You in Pre-License School](#), Carla Cross

Fig 1.1 Your Ideal Job

Check which you prefer for your ideal job.

Hours

Regular Hours (no weekends or nights; you like time restrictions) _____

Irregular Hours (like to finish a project; will work weekends, nights, if needed) _____

Number of hours willing to work per week: _____

Time Frame

Regular Days Off and Vacation _____

You name your schedule (could work 14 days in a row, if needed, to accomplish a goal?) _____

Amount of Independence

Supervised work with task completion expectations _____

Unsupervised work, little evaluation or feedback from management _____

Salary

Steady increase based on cost of living _____

No salary (your work determines your income) _____

Income Potential

Limited _____

Unlimited _____

Risk/Security

Low Risk (job security) _____

High Risk (no guaranteed income, but low risk of getting "fired") _____

Comfort

Little interference with private life _____

Private life can be put on hold to achieve a goal _____

Working Tasks or People

Like working on tasks _____

Like working with people _____

Work Environment

Working with a group or in group activities _____

Willing to work alone (like to be self-directed) _____

Planning

Like a plan worked out for you _____

Make your own plan to achieve goals or any investment you may need to get into the profession _____

Compare your answers to the description of real estate sales and a typical job schedule.