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**W**hen agents start their careers, they'll quickly find out how much they can learn from other agents on their team. Abundant access to real estate mentors is one of the best perks of **finding a great brokerage to work for**. Finding a real estate mentor is an excellent way for new agents to learn about the local market and the **habits of a successful real estate agent**. Here are five reasons agents should consider searching for a real estate mentor.

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## GET STARTED

# Learn About the Local Real Estate Industry

**Learning to work in the local real estate industry is as important for agents as studying the local market.** Each area has its own history and preferences, as well as a unique set of real estate professionals agents may interact with. By finding a mentor with years of experience in the area, new agents can discover perspectives that might take them years to develop independently. Working with someone with more knowledge and skills can help agents develop a working style that fits local expectations well.

## Build a Network

**Success in real estate largely depends on building relationships with other agents.** Maintaining a network is vital as new agents learn about the area's significant influencers. Mentors may have an extensive, well-built network that new agents can rely on to help create and foster new connections. For example, suppose an agent is looking to build a career in a particular real estate specialty. In that case, a mentor may be able to help them find connections that are closely related to the specialty.

## Receive Assistance Establishing a Career

**Real estate agents face specific challenges, and agents often find that they are most difficult to overcome in the first few years.** They need to turn a shallow breadth of knowledge into a depth that is useful and appealing to clients. The first couple of years is to define the course for new agents, determining whether they will be able to

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**Agents starting often have a lot of ideas without much feedback, which they can get from a mentor.** Sometimes, ideas are not particularly helpful and can even harm an agent's chances at long-term success. New agents may not know the likelihood of problems based on any decision, but mentors often do. Agents can count on mentors to **provide professional feedback** on a variety of career decisions, such as:

**Best specialties to consider**

**Service areas with unmet demand**

**Innovative ways to turn leads into active clients**

Mentors who explain the logic behind their recommendations help to ensure that new agents can improve their skills in decision-making.

## Provide Mutual Support

**The goal of finding a mentor is to build a long-term friendship or professional partnership that benefits both parties.** New agents are often eager to assist but unsure how to do so. Mentors may need assistance working on projects beyond a new agent's skills. With direction, the mentor receives the help they need to make the project successful. In return, the agent gets experience working on something they may not be able to access on their own.

## Mentors Help Grow Your Career in Real Estate

New agents often need a lot of support as they build their careers. Finding a mentor with the right experience and demeanor can help an agent to establish a career and even **become a local real estate expert**. Although these benefits are most likely to occur in the first few years, agents may discover that they create advantages throughout their careers.

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December, 2023 (5)

January, 2024 (3)

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