

First 90 Days: Survive & Thrive

Your day-one survival kit for real estate.

VERTICAL	LEVEL	DURATION	MODULES
Salespeople	Foundation	18 hours · 8 modules · 32 lessons	8

Programme overview

Built for career-changers and brand-new agents. The scripts, maths, rituals and mindset top performers wish they'd had in week one — before the commission cliff hits. By the end of this program you will run open homes, take enquiry calls, build a database, and manage your cashflow with the confidence of a second-year agent.

What you'll master

- 01 Run your first open home end-to-end with a proven script and follow-up plan
- 02 Understand exactly how commission maths turns a sale into your bank balance
- 03 Build a daily prospecting rhythm you can sustain past month 6
- 04 Survive the commission-only cliff with a defensible personal cashflow
- 05 Handle the ten enquiry-call objections that stop new agents in week one
- 06 Enter every listing, buyer and sphere-of-influence contact into a CRM without dropping any
- 07 Recognise and avoid the four ethical traps most new agents fall into
- 08 Walk into a listing appointment knowing exactly what to say for the first 10 minutes
- 09 Present yourself, your agency and your fees without apology
- 10 Set 30/60/90-day personal KPIs that a Principal will respect

Skill focus

- Onboarding
- Prospecting
- Money

- Confidence
- Ethics
- Compliance

The syllabus

8 modules · one standard

I. 01 · Your first week on the floor

4 LESSONS

01	The 5 rituals of a top-performing new agent	masterclass · 12 min
02	Who's who in a real estate agency	reading · 10 min
03	Your desk, your tools, your CRM	reading · 14 min
04	Knowledge check: Week one	quiz · 8 min

II. 02 · How you actually get paid

4 LESSONS

01	Commission maths on the back of a napkin	reading · 14 min
02	Surviving months 1-6: the commission cliff	reading · 16 min
03	Splits, tiers and why the top-earner takes 65%	masterclass · 10 min
04	Knowledge check: Money	quiz · 8 min

III. 03 · Your first open home

4 LESSONS

01	The pre-open 45-minute checklist	masterclass · 11 min
02	Scenario: The unqualified walk-in	scenario · 9 min
03	The 24-hour follow-up that separates you	masterclass · 12 min
04	Knowledge check: Open homes	quiz · 6 min

IV. 04 · Owning the phones

4 LESSONS

01	Dial-block discipline: 2 hours, 60 calls	masterclass · 12 min
02	The seven scripts that survive contact with real vendors	reading · 16 min
03	Scenario: The hostile pick-up	scenario · 8 min
04	Knowledge check: Phones	quiz · 6 min

V. 05 · Building the database

4 LESSONS

01	Your sphere of influence: 250 names in 14 days	reading · 14 min
02	CRM tagging that actually gets used	masterclass · 11 min

03	The 90-day nurture cadence	reading · 13 min
04	Knowledge check: Database	quiz · 6 min

VI. 06 · Ethics, compliance and the four traps

4 LESSONS

01	The four ethical traps that end new careers	reading · 15 min
02	Licensing across the states — a plain-English map	reading · 18 min
03	Scenario: The vendor asks you to underquote	scenario · 10 min
04	Knowledge check: Ethics	quiz · 8 min

VII. 07 · Managing buyers professionally

4 LESSONS

01	Qualifying buyers without interrogating them	masterclass · 12 min
02	Buyer's agent agreements — the modern practice	reading · 13 min
03	Talking about finance without being awkward	masterclass · 10 min
04	Knowledge check: Buyers	quiz · 6 min

VIII. 08 · Personal brand from day one

4 LESSONS

01	LinkedIn and Instagram for the new agent	masterclass · 13 min
02	Your headshot, bio and email signature	reading · 9 min
03	Your 30/60/90 KPIs — the ones a Principal respects	reading · 12 min
04	Knowledge check: Brand	quiz · 6 min

Important — non-accredited training

The Agent Academy is not a Registered Training Organisation (RTO). This program is professional development designed for elite outcomes and earning potential; it does not issue nationally accredited qualifications, statements of attainment or units of competency. Content is built around real industry practice — completion does not satisfy licensing or registration requirements in any Australian state or territory.

For state licensing pathways (Certificate of Registration in NSW, Agent's Representative in VIC, and equivalents), see theagentacademy.org/licensing. Complete your state requirement first — then train with us.