



# Find the Right Real Estate Niche

## Skills Assessment

List and rate your skills (1=excellent, 2=average, 3=needs work)

___ Problem-solving	___ Follow-through	___ _____
___ Listening	___ Documentation	___ _____
___ Organizational	___ Professionalism	___ _____
___ Communication	___ _____	___ _____

What actions can you take to improve your skills (in particular, those you rated 3)?

What are your current designations?

What designations would you like to achieve?

## Group Brainstorming

What skills are needed to work with first time home buyers?

What skills are needed to work with high-end/luxury sellers?