

# NO-BS GUIDE: COURTNEY'S CUTOUTS FREEBIES

BEGIN.



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# RECOMMENDED UPSTATE, SC BROKERAGES

**THE HYPE IS**  
**real**

Army Veteran  
REAL Mentor

Upstate Home Girl  
real



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ABR MRP  
real Military

real  
Brokered by: Real Broker, LLC

As a REALTOR® with REAL Broker, LLC I would love for you to join us and love it like I do but I know that sometimes there might be a better fit for your needs and skill set. Feel free to reach out to talk about what REAL has to offer and because I want to help YOU achieve YOUR goals - here are some other brokerages I recommend as well!



EXP REALTY  
JOSHUA RIVERA  
864.420.8807  
JOSHUAJRIVERA@GMAIL.COM



KW GREENVILLE UPSTATE  
ANNA CATRON - 864-915-1316



ROSADO PROPERTIES  
JENNIFER ROSADO - BIC  
864-525-9053  
HELLO@ROSADOPROPERTIES.COM



AKERS & ASSOCIATES  
JAMES AKERS JR - BIC  
864-325-8413  
JAMES@JAMESAKERSJR.COM



BHHS C DAN JOYNER  
MATTHEW THRIFT - BIC  
864.242.6650  
MTHRIFT@CDANJOYNER.COM



BLUEFIELD REALTY GROUP  
BRITNI REAM  
864-657-5122



NEST REALTY  
LIESEL SCHWAB  
LIESEL.SCHWAB@NESTREALTY.COM  
864.616.4111



KW WESTERN UPSTATE  
WENDY MILLER - 864-908-7977



# RECOMMENDED UPSTATE, SC TEAMS

Teams can be super beneficial when starting your real estate career but they are also a great place to build community and not have to walk the road alone. Some benefits of teams are training, camaraderie, some offer lead generation opportunities, marketing help and the help of a big name backing you in your career. Check out some of these teams who are presumed to be currently growing and recruiting agents. Make sure to do your research and find a team that works for you and your goals!



THE WONDERLAND TEAM  
EXP REALTY  
KRISTI MERRITT - TEAM LEAD  
864-704-2532



THE KEAGY TEAM  
C DAN JOYNER - BHHS  
TIM KEAGY - TEAM LEAD  
864-295-2846



JENNIFER MARKS TEAM  
RE/MAX EXECUTIVE  
JENNIFER MARKS - TEAM LEAD  
864-243-8668



AUBREE LEWIS GROUP  
KELLER WILLIAMS DRIVE  
AUBREE LEWIS - TEAM LEAD  
(864) 686-6424



HEART PROPERTIES LLC  
REAL BROKER LLC  
PHIL FARMER - TEAM LEAD  
(864) 501-3267



TURNAROUND HOMES  
REAL BROKER LLC  
WENDY TURNER - TEAM LEAD  
(864) 238-4772

## TEAMS DISCLAIMER

These recommendations are mine alone and based on either places I have worked or the caliber of agents I have worked with at these places. This is not a REAL Broker LLC list but JUST my, Courtney Hughey, personal recommendation of who you may want to reach out to in your search. In order to know the most up to date information about each please reach out to someone at that team. I chose my team recommendations based on my respect for the team leaders and/or the people on their team. I included team leaders I worked with closely before, have personally interviewed for or knew in the field. Only teams officially listed with GGAR were considered in my recommendations.



# FREEBIES

## VENDORS TO HAVE IN YOUR CIRCLE

- Lenders
- Attorneys
- Photographers
- Inspectors
- Termite/Pest Control
- HVAC
- Cleaners
- Handyman
- Carpenters
- Appraisers
- Contractors
- Closing Gifts Shops
- Tax Advisors
- Financial Planners
- Electricians
- Plumbers
- Auctioneer/Estate Companies
- Roofers
- Locksmiths
- Divorce Attorneys
- Concrete Companies
- Masonry
- Trash Disposal Companies
- Carpet cleaning
- Chimney Cleaners
- Landscapers
- Painters
- Moving Company
- Insurance Agents
- Security Company
- Pool Maintenance
- Builder List
- Pressure Washers
- Property Managers
- Estate Planners
- Septic Company
- Radon Mediators
- Interior Designer
- Sprinkler Companies
- Surveyors
- Home Warranty Co/Reps
- Fencing Companies

# FREEBIES

## ITEMS TO KEEP ON HAND

- Multitool
- Toilet paper
- Breath mints
- Batteries
- Apple/Android/Samsung Cell charger
- Paper towels
- Water
- Light snack (nuts, crackers etc)
- Laser measurer
- Lightbulb
- Towel
- Face masks
- Shoe covers
- Flashlight
- Bug/Wasp spray
- Change of clothes/shoes
- Gloves
- Business cards
- Marketing materials
- Magic eraser
- Scissors
- Coloring pages/Pencils
- Feminine hygiene products
- Tylenol/Advil
- Dog treats
- Pepper spray

- First aid kit
- Car kit
- Mud boots
- Pens
- Sanitizer
- Umbrella +1
- Trash bag
- Buyer/Seller Packet
- Cleaning supplies (L)
- WD40 (L)
- Sledgehammer/Mallet (L)
- Air freshener (L)
- Zip ties (L)

*(L) Listing Side*





# BEST REALTOR MOBILE APPS

## REAL ESTATE HELP

- ShowingTime
- Docusign
- Paragon MLS
- Supra eKey
- Zillow
- Popl
- Forewarn
- Stride
- HI Hello

## NETWORKING

- Nextdoor
- Facebook Groups
- LinkedIn

## PRODUCTIVITY

- Expensify
- Rescue Time
- Evernote
- Goodnotes
- Google Calendar
- Buffer/Hubspot/Hootsuite/Later
- IFTTT - Automation App
- Waze
- TripIt
- MileIQ
- Trello
- Quitchet
- Zapier - Automation App
- Quickscan
- Dropbox
- RPR Mobile
- Spacio

## PHOTOS AND GRAPHICS

- Google Photos
- Pic Collage
- Repost
- Canva
- PicMonkey
- Videolicious

## ON THE GO

- Magicplan
- Home Depot Project Color
- Clozio
- Microsoft 360
- Find my Friends



# SAMPLE DAILY SCHEDULE

6:30am - 7:00am - What are you grateful for?

7:00am - 8:00am

- Ready for the day
- Motivational podcast or video
- 

8:00am - 10:00am - Lead Generation

- Send 7 direct messages on Facebook (by alphabet)
- Email 7 people to check in
- Text 7 people to check in
- Send out 5 cards
- FB Live on Wednesdays

10:00am - 11:30am

- Call/email any new leads
- Coffee/Vendor Meetups

12:00pm - 1:00pm - Lunch

1:00pm - 2:00pm

- Check in with current clients, customers and under contracts
- Update all Referral Leads

2:00pm - 7:30pm

- Showings
- Plan social media for next day
- Check into MLS to make sure you know the inventory
- To Do list for tomorrow
- Review tomorrows plan

7:30pm - 10:00pm

- Personal time

# SAMPLE WEEKLY SCHEDULE

## Sunday

- OFF

## Monday

- Update any listings on stats
- Give any feedback from the weekend
- Showings

## Tuesday

- Record "Free Tip Friday"
- Showings

## Wednesday

- Coffee with Courtney
- Preview a house in different price points
- Showings

## Thursday

- Visit a neighborhood for a video
- Showings

## Friday

- Pop by 2 vendors or a past clients
- Showings

## Saturday

- Do something in the community to be out and about
- Practice a CMA, Listing Presentation or Buyer Presentation
- Plan FB live for the week
- Find a networking or training event for the week
- Showings