# New Agent Onboarding Guide

New Agent Onboarding Program

Week 1: Company Introduction
- Company history and values
- Organizational structure
- Policies and procedures
- Technology systems overview

Week 2: Market Knowledge
- Dubai real estate market overview
- Area-specific information
- Property types and characteristics
- Market trends and analysis

Week 3: Sales Skills
- Lead generation techniques
- Client communication skills
- Property presentation methods
- Negotiation strategies

Week 4: Legal and Compliance
- RERA regulations
- Transaction procedures
- Documentation requirements
- Compliance best practices

Week 5: Technology Training
- CRM system usage
- Property portals
- Digital marketing tools
- Virtual tour platforms

Week 6: Practical Application
- Shadow experienced agents
- Handle real leads
- Conduct property showings
- Complete first transaction