

Atomic Agents Incubator | Building Together

1. You Are Not Supposed to Build This Alone

Think about the people who already make your business possible.

Who has helped you:

- ☐ Solve a transaction problem
- ☐ Answer a question
- ☐ Refer a client
- ☐ Cover something for you
- ☐ Connect you to a resource
- ☐ Support your business behind the scenes

One person who has made my business easier or stronger:

How did they help?

Atomic Reminder: Independent doesn't have to mean alone.

2. Map Your Business Ecosystem

Your network can be divided into three simple groups:

Allies — Other Agents / Peers

People who may share ideas, cover for you, send referrals, or bring expertise you don't have.

1. _____
2. _____
3. _____

Experts — Industry Professionals

Lenders, inspectors, title, contractors, photographers, insurance, attorneys, movers, organizers, etc.

1. _____
2. _____
3. _____

Community Champions — Local Businesses / Organizations

Coffee shops, gyms, florists, restaurants, nonprofits, schools, salons, senior communities, local groups, etc.

1. _____
2. _____
3. _____

Where is the biggest gap in my ecosystem right now?

Atomic Reminder: Build the network before you need the network.

3. Build Allies, Not Just Contacts

Think about agents you would genuinely like to know better.

Agent / Peer #1: _____

Why them? _____

Agent / Peer #2: _____

Why them? _____

Agent / Peer #3: _____

Why them? _____

Ways to connect:

- ☐ Coffee
- ☐ Attend a class together
- ☐ Share a resource
- ☐ Congratulate them on a win
- ☐ Ask about their specialty
- ☐ Refer something outside your lane
- ☐ Offer support
- ☐ Other: _____

Atomic Reminder: Your next opportunity may come from someone who sells exactly what you sell.



4. Build Your Professional Bench

Check your current bench:

Category	Who I Have	Who I Still Need
Lender	_____	_____
Inspector	_____	_____
Title / Escrow	_____	_____
Insurance	_____	_____
Photographer	_____	_____
Contractor / Handyman	_____	_____
Cleaner	_____	_____
Landscaper	_____	_____
Mover / Organizer	_____	_____
Attorney / CPA	_____	_____

One category I need to strengthen first:

Atomic Reminder: A strong resource network gives you options before there's an emergency.

5. Become the Connector

Ways to create value for others:

- ☐ Introduce two people ☐ Recommend a business ☐ Write a positive review ☐ Share a social media post
- ☐ Send a resource ☐ Attend their event ☐ Invite someone to coffee ☐ Celebrate someone's success
- ☐ Refer business ☐ Ask: "How can I help?"

Connection Opportunity

Person #1: _____ Person #2: _____

Why should they know each other?

Atomic Reminder: People remember the person who connected them with the right person.

6. Partner Power — Create Something Together

Pick one partner and one simple idea.

Potential Partner:

What do they do well?

What do I bring to the collaboration?

Collaboration Ideas

- ☐ Client event ☐ Educational workshop ☐ Social media feature ☐ Giveaway ☐ Co-branded guide/checklist
- ☐ Community resource list ☐ Seasonal campaign ☐ Referral partnership ☐ Other: _____

Our simple idea:

Examples:

- ☐ lender + first-time buyer Q&A ☐ landscaper + seasonal home checklist ☐ bakery + client pie pickup
- ☐ organizer + downsizing workshop ☐ coffee shop + client meetup

Atomic Reminder: Collaboration can multiply value without multiplying workload.



7. Create Value Before You Ask for Value

Choose one person or business you want to support this week.

Who: _____

What can I do for them?

- ☐ Leave a review ☐ Share their business ☐ Recommend them ☐ Make an introduction
☐ Attend an event ☐ Send a thank-you ☐ Celebrate a win ☐ Other: _____

Action I'll take: _____

When: _____

Atomic Reminder: Lead with contribution, not collection.

8. Create Experiences, Not Just Networking

Think small, simple, and conversation-friendly.

Event Idea _____

Host / Co-host / Sponsor: _____

Who would I invite? _____

Ideal size: _____ people

What would make it useful or fun? _____

Potential partner: _____

Examples:

- ☐ Coffee meetup ☐ Homeowner Q&A ☐ Client appreciation event ☐ Local business collaboration
☐ Open-house tour ☐ Workshop ☐ Seasonal gathering ☐ Other: _____

Atomic Reminder: You don't always have to chase connections, sometimes you can create a place for them to grow.

9. Make Collaboration Part of Your System

Choose a rhythm you can actually maintain.

Weekly: ☐ Show up somewhere consistently ☐ Have 2–3 real conversations ☐ Support or promote someone

Monthly: ☐ Meet one new agent ☐ Meet one new industry partner ☐ Support one local business ☐ Make one intro

Quarterly: ☐ Host, co-host, or sponsor something memorable

My weekly relationship habit: _____

My monthly collaboration habit: _____

My next quarterly idea: _____

Atomic Reminder: Relationships grow when connection becomes part of the business plan.

10. Build the Circle

Choose one person from each category.

1 Ally

Name: _____

Next action: _____

1 Expert

Name: _____

Next action: _____

1 Community Champion

Name: _____

Next action: _____

30-Day Collaboration Challenge

I will connect with all three by:

Date: _____

The Atomic Agent Rule: Help first. Collaborate often. Build relationships that outlast the transaction.

Final Reflection

The one relationship I'm going to intentionally strengthen first is: _____

The one collaboration idea I want to test is: _____

Atomic Takeaway: The strongest businesses aren't built alone. They're built together.

