



# September

## POWER AGENT® ACTION CALENDAR FOR DESIGNING A MONTH WORTH SMILING ABOUT!



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
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### Power Agents® Making a Difference in Our Industry.

						<b>1</b> Take an hour to put your plan in place and time-block your schedule for the month. There's comfort in clarity.
<b>2</b> Get yourself a <b>gratitude journal</b> . For the next 30 days <b>write down 5 things you appreciate about each day</b> . The shift in focus is life-changing.	<b>3</b> Join us for the <b>Power Hour with Darryl Coaching Call</b> . Check your classroom for dates and times. <b>Bring your best question!</b>	<b>4</b> Put up your <b>Building My Empire Do Not Disturb</b> sign and prospect for two solid hours today. Focus on serving, not selling.	<b>5</b> Take a new route to work today to <b>create a mental and physical shift in direction</b> . It almost always leads to fresh perspective.	<b>6</b> It's " <b>Read a book</b> " day! Pick one of the eBooks in your classroom for some prospecting motivation! Reach out to 10 prospects today.	<b>7</b> Start your morning off with positive affirmation, then <b>plan at least one hour of family time to look forward to this weekend</b> and lock it in!	<b>8</b> <b>Canvas your neighborhood farm</b> today and offer the Neighborhood Market Report Certificate to the people you meet!
<b>9</b> Spend an hour reflecting on gratitude this morning. Revisit this week's journal for inspiration. <b>Reach out to 5 people who have inspired you</b> to say thanks.	<b>10</b> Join us for the <b>Power Hour with Darryl Coaching Call</b> . Check your classroom for dates and times. <b>Bring your best question!</b>	<b>11</b> Put up your <b>Calling My People Do Not Disturb</b> sign and prospect for two solid hours today. Focus on serving, not selling.	<b>12</b> Watch the <b>12 Best Ways to Generate Listings</b> webinar on demand then prospect for an hour using one of the ideas you learned.	<b>13</b> It's " <b>Fortune Cookie Day</b> ". Go door-knocking through a neighborhood you'd like to market, introduce yourself and pass out cookies & your card!	<b>14</b> Call at least <b>10 past clients this morning to let them know that markets are changing</b> and ask if they have questions.	<b>15</b> Laughter really is good medicine. <b>Block out a few hours for a funny movie, comedy show, or your favorite SMILE-worthy reboot</b> activity.
<b>16</b> If you're hosting an open house, <b>print copies of the September Newsletter or American Dream Infographic</b> to share with visitors.	<b>17</b> Join us for the <b>Power Hour with Darryl Coaching Call</b> . Check your classroom for dates and times. <b>Bring your best question!</b>	<b>18</b> Put up your <b>In it to Win It Do Not Disturb</b> sign and prospect for two solid hours today. Focus on serving, not selling.	<b>19</b> Take an hour break today to <b>listen to one of the Power Agent Interviews</b> in the Podcast tab of your classroom. What's your take-away?	<b>20</b> Use the <b>FSBO &amp; FSBO voicemail dialogues</b> found in the Prospecting tab and commit to making at least 5 calls.	<b>21</b> Today is <b>World Gratitude Day</b> . Call ten influencers in your life and thank them for all they've done and let them know you are there	<b>22</b> Call a <b>family meeting to take a look at October's calendar</b> and block out some together time to look forward to!
<b>23</b> It's the first day of fall! <b>Canvas your neighborhood farm and meet new people</b> . Look in your Farming tab for fun SMILE Stop ideas.	<b>24</b> Join us for the <b>Power Hour with Darryl Coaching Call</b> . Check your classroom for dates and times. <b>Bring your best question!</b>	<b>25</b> Put up your <b>Prospecting is My Super Power Do Not Disturb</b> sign and prospect for two solid hours today. Focus on serving, not selling.	<b>26</b> Join us for this month's webinar: <b>Why FSBOs Should NEVER Be FSBOs at Noon Eastern</b> . Check the home page for details!	<b>27</b> Use the <b>Expired dialogue</b> found in the Prospecting and commit to making at least 5 calls.	<b>28</b> It's <b>National Good Neighbor Day</b> . Take an hour and visit some of your neighbors, ask if there is anything you can do to help them.	<b>29</b> Take a <b>look back at your monthly goal</b> for this month and use it to help recalculate what you want to accomplish in October.
<b>30</b> Spend some time <b>revisiting your gratitude journal from this month</b> . What were your best moments?						

Find all your tools at [www.ThePowerProgram.com/The-Classroom](http://www.ThePowerProgram.com/The-Classroom)

