



February 2019

Committed to Serving - Not Selling, Coaching - Not Closing

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
#1 Goal:					1 If you haven't already, send the HUD statement letter (in farming tab) to anyone who bought or sold last year with a copy of their HUD statement for taxes.	2 Review last month's webinar on demand, BREAKTHROUGH Business Plan for NOW Business, FUTURE Business, and Financial FREEDOM. Adjust your business plan accordingly.
3 Spend an hour with your gratitude journal today. Write down 5 things you're grateful for this month and reach out to 5 people who've inspired you to say thank you.	4 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.	5 Put up your 2019 Love and Breakthrough Do Not Disturb Sign and prospect for two hours. Focus on serving, not selling.	6 Send the second of the "4 Best Prospecting Letters" to at least 100 people in your geo farm area. (We suggest a farm of 300-500 depending on budget.)	7 It's Send a Card to a Friend day! There's nothing quite like a handwritten card to generate a SMILE. Today, stop by five great clients' homes with a nice thank you card that reads, "Just stopping by for a SMILE. Thanks for being such an extraordinary client! You're appreciated!"	8 Ask your broker if there are any "Orphan" files from past agents that need attention, then introduce yourself to them as their new company contact. Look in Prospecting tab for directions and dialogues.	9 National Pizza Day: Who doesn't love pizza? Stop by five great clients' homes with a pizza cutter, a coupon for your favorite local pizza, and a note, "Any way you slice it - you're an amazing client! Thank you and Happy Pizza Day!"
10 If you're hosting an open house, print copies of the February Newsletter and the Loanopoly Game to share with visitors.	11 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.	12 In honor of Lost Penny Day , check out the blog for the Shiny Penny Strategy. It's the best possible approach to working with buyers in the business!. "Less stress, income higher, work the house, not the buyer." Put it into play.	13 Put up your Prospecting is My Super Power Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.	14 Valentine's Day: Stop by five great clients' homes with a heart-shaped box of chocolates and a note that says, "You and your referrals are the HEART of my business! Thank you for being such a great client!"	15 Contact 10-20 past clients and let them know that one of the services you provide is a Neighborhood Market Report so they know the value of their home.	16 Is TheRedX right for you? Check it out at www.DarrylSpecial.com and use code SMILE to start a free trial. Great resource for FSBO & Expired leads.
17 Tomorrow is National Wine Day: Stop by five clients with a nice bottle of wine and a note that says, "Cheers to you! Happy National Wine Day! Thank you for being such an awesome client.	18 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.	19 Put up your Dreams Taking Flight Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.	20 It's National Cherry Pie Day! Deliver a delicious pie to five great clients with a note, "Any way you slice it - you're a GREAT client! Thank you!"	21 Contact 10-20 past clients and let them know that one of the services you provide is a Neighborhood Market Report so they know the value of their home.	22 Use the EXPIRED dialogue in the Prospecting tab and commit to making at least 5 calls to EXPIREDS to see if they need to get out from under that mortgage!	23 Take a look back at your monthly goal for this month and use it to help recalculate what you want to accomplish in February.
24 Call a family meeting to review calendars and block out family time for March so that you are ahead of the game!	25 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.	26 National Pistachio Day: Stop by five clients with a bag of pistachios and a note that says, "I'm just NUTS about my clients! Thanks for being so awesome!"	27 Join us for this month's webinar: How to Create a Self-Promo Campaign at Noon Eastern! (Check your time zone.) Go to PowerAgentWebinar.com	28 Put up your Calling My People Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.		

Notes:



www.ThePowerProgram.com
www.PowerAgentWebinar.com