

POWERFACT: When your prospecting dwindles - so does your income. Agents often say, *"I don't know what to do. I don't know where to find new business. I don't know how to get started."* I get it. I've been there. Done that. Don't need another T-shirt - right? You need Leads. For the next four weeks, my challenge to you is to make at least five calls per day, working at least three of these prospecting lead sources. Print one copy of this per week and start keeping track! Learn the secrets behind each source at www.thepowerprogram.com/LeadSources. Ready? Go!

Power Prospecting Chart

Weekly Challenge

Power Prospecting Source	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
Call Current FSBOs							
Call Current EXPIREDS							
Call FSBOs from 6 months ago							
Call EXPIREDS from 6 months ago							
Call Past Clients							
Call Houses for Rent							
Cold Call Around New Competition Listing							
SMILE STOPS with gifts							
Host Neighborhood Open House							
Call Vendors for Leads							
Call "Orphans"							
Post a Real Estate Update Video							
Call Old Friends							