

**Monday**

1/11

JOIN US FOR THE
POWER HOUR WITH
DARRYL COACHING
CALL AT 11 EASTERN.
CHECK THE COACHING
CALL TAB IN
CLASSROOM FOR
ACCESS CODE.

Tuesday

1/12

PUT UP YOUR
PLANTING SEEDS OF
SUCCESS DO NOT
DISTURB SIGN AND
PROSPECT FOR TWO
SOLID HOURS TODAY.
FOCUS ON SERVING,
NOT SELLING.

THIS WEEK:**TOP 3 THINGS I MUST
ACCOMPLISH:**

Wednesday

1/13

SWITCH GEARS! TAKE A
DRIVE! CHECK OUT
NEIGHBORHOODS THAT
SEEM TO BE HAVING
HIGHER THAN NORMAL
TURNOVER AND SEE IF
THEY MIGHT BE RIGHT
FOR YOU.

Thursday

1/14

USE THE FSBO &
FSBO VOICEMAIL
DIALOGUES FOUND
IN THE PROSPECTING
TAB AND COMMIT TO
MAKING AT LEAST 5
CALLS.

**POWER AGENT TOOL(S)
I WILL USE:**

Friday

1/15

GOT AN OLDER DATABASE
THAT NEEDS UPDATING?
CONSIDER HIRING A TEMP
OR BREAKING LIST DOWN
INTO 10 CONTACTS PER
WEEK. LOOK FOR BOOK OF
BUSINESS LETTER &
DIALOGUE IN
PROSPECTING.

Saturday

1/16

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.

**#1 THING I NEED TO LET
GO OF:**

Sunday

1/17

REVIEW THE 35 SOCIAL
MEDIA LIVE IDEAS IN
THE PROSPECTING TAB
AND COMMIT TO
CREATING AT LEAST
ONE VIDEO TO SHARE
WITH YOUR SOCIAL
MEDIA SPHERE!

**NUMBER OF
PEOPLE/FAMILIES I
WILL SERVE:****GRATITUDE LIST:**

