

• Hello • JUNE



Committed to Serving – Not Selling, Coaching – Not Closing

SUN	MON	TUE	WED	THU	FRI	SAT
		<p>1 Put up the Hitting My Targets Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.</p>	<p>2 Join us for today's webinar, What to Do Now That Zillow is a Competing Broker Rebroadcast at Noon Eastern! (Check your time zone.)</p> <p>PowerAgentWebinar.com</p>	<p>3 Use the EXPIRED dialogue in the Prospecting tab and commit to making at least 5 calls to EXPIREDS to see if they are ready to make a move!</p>	<p>4 Use the Call Intro to Farm dialogue found in Prospecting to reach out to the folks in your neighborhood farm and let them know you'll be stopping by soon.</p>	<p>5 Review your goals for the year to determine if you are on track for your half-way mark. This month starts the second half of the year!</p>
<p>6 Tomorrow is National Chocolate Ice Cream Day. Deliver a carton to five great clients with a note, "If you ever need the scoop on what's happening in the market, give me a call!"</p>	<p>7 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.</p>	<p>8 Put up your Work Hard/Play Hard Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.</p>	<p>9 Join us for today's webinar, How to Find "Fence-Sitting" Sellers and Hidden Listings at Noon Eastern! (Check your time zone.)</p> <p>PowerAgentWebinar.com</p>	<p>10 Send the second of the "Best Prospecting Letters" to at least 100 people in your geo farm area. We suggest a farm of 300-500 depending on budget.</p>	<p>11 If you're hosting an open house this weekend, print copies of the July Newsletter and the Loanopoly Game to share with visitors.</p>	<p>12 Use the Call Intro to Farm dialogue found in Prospecting to reach out to the folks in your neighborhood farm and let them know you'll be stopping by soon.</p>
<p>13 Tomorrow is National Flag day. Deliver small flags to everyone in your neighborhood farm with a Happy Flag Day message!</p>	<p>14 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.</p>	<p>15 It's National SMILE Power Day. Deliver Smiley face cookies to five great clients with a note, "Clients like you are a great reason to SMILE! Thank you!"</p>	<p>16 Join The 7 Habits of Highly Effective REALTORS® at Noon Eastern! (Check your time zone.)</p> <p>PowerAgentWebinar.com</p>	<p>17 Join us at Noon Eastern for a Special Power Agent® Exclusive Webinar with Guest Jennifer Darling – Increase Your Online Real Estate Leads with LinkedIn. Link in your webinar tab.</p>	<p>18 Send the Neighborhood Market Report Letter to 50 people in your sphere or farm.</p>	<p>19 Send the July Newsletter to at least 100 people in your sphere and farm.</p>
<p>20 Today is Father's Day – Call or text the dads in your life and if you ARE a dad – take the day OFF!</p>	<p>21 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.</p>	<p>22 Put up your Growing Futures Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.</p>	<p>23 Join us for today's webinar, How to Find Straight Talk Strategies for Buyers in a Seller's Market at Noon Eastern! (Check your time zone.)</p> <p>PowerAgentWebinar.com</p>	<p>24 Set up your annual House-Anniversary greeting card campaigns through AM Cards. Go to Greeting Card tab in your classroom.</p>	<p>25 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.</p>	<p>26 It's National Beautician's day. Stop by three high-end local salons with a basket of baked goods and wish them a wonderful day. Leave your business cards.</p>
<p>27 It's National Sunglasses Day. Buy a batch of fun sunglasses and deliver to at least five clients with a note, "Thanks for being a bright light in the world!"</p>	<p>28 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.</p>	<p>29 Put up your In it to Win It Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.</p>	<p>30 Join us for today's webinar, How to Deliver a Winning Listing Presentation with FSBOs at Noon Eastern! (Check your time zone.)</p> <p>PowerAgentWebinar.com</p>	<p>NOTES:</p>		