


August

Committed to **Serving** - Not Selling, **Coaching** - Not Closing

SUN	MON	TUE	WED	THU	FRI	SAT
1 GOALS: Are you anticipating a schedule shift now that summer is winding down? Write down three goals for this month and a plan to achieve them.	2 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.	3 Put up your Dreams Taking Flight Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.	4 Join us for today's webinar, Marketing Calendar MUSTS: How to Finish the Year Strong at Noon Eastern! (Check your time zone.) PowerAgentWebinar.com	5 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.	6 Send the Neighborhood Market Report Letter to 50 people in your sphere or farm.	7 Review at least TWO webinars on demand. We suggest <i>How to Prepare Buyers in a Seller's Market</i> and the <i>6 Best Summer Strategies to Increase Inventory</i> .
8 National SMILE Week Ahead! We love this! Look for fun August Smile Stops in the Smile-Technique tab of your classroom to connect with top clients this month!	9 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.	10 National S'mores day! Deliver s'more fixings (graham crackers, chocolate, marshmallows) to five great clients with a note, <i>"If you ever need s'more info on our market - call me!"</i>	11 Join us for today's webinar, How to Get Online Listing Leads Without Paying Zillow or Breaking the Budget at Noon Eastern! (Check your time zone.) PowerAgentWebinar.com	12 Is TheRedX right for you? Check it out at DarrylSpecial.com and use code SMILE to start a free trial. Great resource for FSBO & Expired leads.	13 Research expires from 6 month ago and use the old FSBO -Expired Dialogue in the Prospecting tab to call and see if they are still interested in selling!	14 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 next week!
15 Lemon Meringue Pie Day - Deliver a pie to five awesome clients with a note, <i>"Any way you slice it - you're an amazing client! Thank you!"</i>	16 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.	17 Prepare the September Newsletters to go out to your sphere and farm. If mailing, pop by the post office, if emailing, schedule to go out September 1st.	18 Join us for today's webinar, How to Double Your Income in The Next 12 Months at Noon Eastern! (Check your time zone.) PowerAgentWebinar.com	19 Join us for a Power Agent® Exclusive BRAINSTORMING session with members from all over North America!	20 Use the Expired voicemail dialogue found in the Prospecting tab and commit to making at least 5 calls	21 World Honeybee Day. Stop by 3-5 great clients with a jar of local honey and a note, <i>"Thanks for BEE-ing an amazing client! When you need the buzz on the market, buzz me!"</i>
22 National Burger Day. Invite a mentor or protégé (or both) out for a burger and a solid hour of connection!	23 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.	24 Put up your Growing My Future Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.	25 Join us for today's webinar, How to OWN YOUR SPHERE AND FARM AREA Through Direct Mail Marketing at Noon Eastern! (Check your time zone.) PowerAgentWebinar.com	26 Customize at least two pieces from the farming tab in your classroom!	27 Reach out to 15 people from your sphere. Let them know that markets are shifting and ask if they have any questions or if there is a way you can help them.	28 Call a family meeting to review calendars for September and fall events. 
29 Get strategic. We're about to enter the last quarter of the year. Are you on track? If not, review your business and action plan, and make adjustments.	30 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.	31 National Trail Mix Day. Deliver bags of gourmet trail mix to five great clients with a note, <i>"Happy Trails! If you ever have a real estate question or need - I'm here for you!"</i>	Notes:			