




December



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

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Notes:		<p>1. Join us at Noon Eastern for our Wednesday Webinar – The 3-Part Break-through Business Plan.</p> <p>Register at: PowerAgentWebinar.com</p>		<p>2. Split your time this month prospecting 50% buyers and 50% listings. Review the How to Create Buyer Loyalty webinar for ideas.</p>		<p>3. Choose at least one strategy from the December SMILE Stops flyer to implement this month and plan a day to make it happen!</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. Call a family meeting to review calendars, and to look at family goals for 2022. Include these when developing new year business plan.</p>		<p>6. 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>7. Put up your Shiny & Bright Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.</p> <p>Register at: PowerAgentWebinar.com</p>		<p>8. Join us at Noon Eastern for our Wednesday Webinar – How to Avoid Money-Stealing Mistakes & Master Your Time.</p> <p>Register at: PowerAgentWebinar.com</p>		<p>9. Join us for a Power Agent Exclusive Brain-storming Session! Head to the Upcoming Webinars section of your dashboard for the link.</p>		<p>10. Send Happy Holidays postcards or letters to your sphere of influence.</p>	
<p>12. Today is Poinsettia Day! Deliver one of these beauties to at least five top clients today with a holiday card!</p> 		<p>13. 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>14. Put up your Jingle All the Way Do Not Disturb Sign and prospect for two hours. Focus on serving, not selling.</p>		<p>15. Join us at Noon Eastern for our Wednesday Webinar – Your 2022 Marketing Calendar for Success.</p> <p>Register at: PowerAgentWebinar.com</p>		<p>16. Edit the Happy Holidays Homes Sold Winter flyer with your stats and information. Save as .jpeg and upload to your social media platforms.</p>		<p>17. Plan on a full day of connecting with clients, sellers, and buyers before the holiday week.</p>		<p>18. 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.</p>	
<p>19. Print your Motivational Tools from Time & Money Management for 2022 such as the Dot Board & Listing Inventory Chart.</p>		<p>20. 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>21. Drop off a holiday treat such as a pie, bottle of wine, or box of cookies to five top clients today with a Holiday card.</p>		<p>22. Join us at Noon Eastern for our Wednesday Webinar – The 7 Must-Have Habits to Succeed in a Shifting Market.</p> <p>Register at: PowerAgentWebinar.com</p>		<p>23. Edit the Happy Holidays Homes Sold social media post with your stats and information. Save as .jpeg and upload to your social media platforms!</p>		<p>24. Solidify your marketing and business plans for 2022. Review the 3-Part Business Plan for tips and strategies.</p>		<p>25. To all who celebrate the magic of Christmas – relax and enjoy your day with friends and family! A warm Merry Christmas to you from our team!</p>	
<p>26. National Candy Cane Day – Bring a box of candy canes to five great clients with a note – I'm hooked on helping clients in 2022!</p>		<p>27. Today is SNOWFLAKE day! Share this site on your social media for some winter fun!</p> <p>http://snowdays.me/</p>		<p>28. Put up your Magnifying My Results Do Not Disturb Sign and prospect for two hours. Focus on serving, not selling.</p>		<p>29. Join us at Noon Eastern for our Wednesday Webinar – The Top 10 Prospecting Scripts for 2022.</p> <p>Register at: PowerAgentWebinar.com</p>		<p>30. Call twenty past clients and wish them a Happy New Year and let them know you are always there to serve!</p>		<p>31 Reach out to five top clients with a bottle of champagne or sparkling cider and a Happy New Year card.</p>		