



March 2022

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

SUN	MON	TUE	WED	THU	FRI	SAT
		<p>1. Tomorrow is World Compliment Day! Call up ten past clients and offer a sincere compliment and let them know you are there if they need you!</p>	<p>2. Join us for today's webinar, How to Get Your Offer Accepted in This Market at Noon Eastern! (Check your time zone.) <small>PowerAgentWebinar.com</small></p>	<p>3. Join us for a Power Agent Exclusive Brainstorming Session! Head to the Upcoming Webinars section of your dashboard for the link.</p>	<p>4. Send the March Newsletter to your sphere! Find it in Farming & Self Promotion tab of Classroom.</p>	<p>5. Make today all about FSBOs and Expireds. Hit the phones using the dialogues found in your Prospecting tab. Build that inventory!</p>
<p>6. 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>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 Building My Empire 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 Generate a Surge of Listings From One Open House at Noon Eastern! (Check your time zone.) <small>PowerAgentWebinar.com</small></p>	<p>10. Today is Popcorn Lover's Day! Get 5 tubs of gourmet popcorn and deliver to 5 terrific clients with a note, "Just wanted to POP by and tell you how awesome you are! I'm here if you need me!"</p>	<p>11. 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 at the end of the month. See if they have any questions.</p>	<p>12. Today is Plant a Flower Day! Drop in to see five clients with a small potted flower plant and a note that says, "Thank you for helping my business grow! I appreciate you!"</p>
<p>13. Tomorrow is National Pie Day! Plan to drop in to see five clients with a fresh pie and a pie cutter and a note that says, "Any way you slice it – you're an VIP client! Thank you"</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. Put up your Dreams Taking Flight Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.</p>	<p>16. Join us for today's webinar, Your 12 Month Marketing Calendar For Success at Noon Eastern! (Check your time zone.) <small>PowerAgentWebinar.com</small></p>	<p>17. St. Patrick's Day! Drop by to see five clients with a small gift bag of gold foiled candy with a note, "I'm lucky to have you as a client! Happy St. Patrick's Day!"</p>	<p>18. 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>19. Is TheRedX right for you? Check it out at DarrylSpecial.com to start a free trial. A great resource for FSBO & Expired leads.</p>
<p>20. Prepare the third of the "4 Best Prospecting Letters" to be mailed to at least 100 people in your geo farm area. (We suggest a farm of 300-500 depending on budget. Look at RedX for geo leads.)</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 Hitting My Targets 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 Feel Crazy Confident in Every Listing Conversation at Noon Eastern! (Check your time zone.) <small>PowerAgentWebinar.com</small></p>	<p>24. Join us for a Power Agent Exclusive Session with our friends, BoxBrownie.com! Head to the Upcoming Webinars section of your dashboard for the link.</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. Take a look back at your monthly goal for this month and use it to help recalculate what you want to accomplish in April and call a family meeting to review calendars.</p>
<p>27. Review at least ONE Brainstorming Ideas book and determine which THREE strategies you'll implement this spring!</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. It's National Doctors Day tomorrow! Stop by 2-5 doctor offices with a fruit platter and a note, "Thanks for keeping our community healthy! Happy Doctor Day!"</p>	<p>30. Join us for today's webinar, The Top 10 Prospecting Scripts at Noon Eastern! (Check your time zone.) <small>PowerAgentWebinar.com</small></p>	<p>31. Join us for a Power Agent Exclusive Session with our friends from REDX.com! Head to the Upcoming Webinars section of your dashboard for the link.</p>	<p>Notes:</p>	