



# April



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

SUN

MON

TUE

WED

THU

FRI

SAT



Notes:



Notes:

				1 Spend a few moments filling in or editing your Power Agent Directory profile. It's quick and easy and will allow you to better connect for referrals and new relationships.	2 It's National Garden Month! Drop off a package of seeds or hearty vegetable plants to 5 of your favorite clients with a note, "Happy Garden Month! Great clients are the root of good business!"
3 Schedule Your Open Houses for this month! They are a great source of leads! Check out 12 Top Agent Tips for Hosting Open Houses eGuide in your Farming tab!	4 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.	5 Put up your Making it Rain Do Not Disturb sign and prospect for two solid hours. Focus on serving, not selling.	6 Join us at Noon Eastern for our Wednesday Webinar – The 7 Habits Of Highly Effective REALTORS®. Register at:  PowerAgentWebinar.com	7 Join us for a Power Agent® Exclusive Brainstorming Session! Head to the Upcoming Webinars section of your dashboard for the link.	8 Send the first of the "3 Best Prospecting Letters" to at least 100 people in your geo farm area. You can use the new Print Portal to get names and addresses for your farm for FREE!
10 It's Military Spouses Day – put a shout out on your social media platforms thanking them for their contribution to their spouse's service!	11 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.	12 Put up your Growing My Future Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.	13 Join us at Noon Eastern for our Wednesday Webinar –The BEST Listing Appointment Objection Handlers For 2022. Register at:  PowerAgentWebinar.com	14 Join us for Power Agent® Only Training: Powering Up Your CRM Skills with special guest Shannon McGee– Link in your Dashboard!	15 Send the Neighborhood Market Report Letter to 50 people in your sphere or farm.
17 Review the Farming Field Guide to see what strategies you could be missing in your marketing plan for your farm.	18 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.	19 Put up your Building My Empire Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.	20 Join us at Noon Eastern for our Wednesday Webinar – How to Get Your Offer Accepted In Today's Market. Register at:  PowerAgentWebinar.com	21 Follow up with Neighborhood Market Report letter recipients to remind them of your offer to help them know the value of their home.	22 Prepare May Newsletters to go out to your sphere and farm. Look to your Print Portal for mailing options. If emailing, schedule them to go out May 1st.
24 Set up your profile and send 3 cards from the Greeting Card portal in your classroom. The first three are on us! Have fun with it!	25 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.	26 Put up your Hitting My Targets Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.	27 Join us at Noon Eastern for our Wednesday Webinar – How to Own Your Farm Area Through Direct Mail Marketing. Register at:  PowerAgentWebinar.com	28 Join us for a Power Agent® Exclusive Session with our friends at BoxBrownie.com! Head to the Upcoming Webinars section of your dashboard for the link.	29 Today is Arbor Day! Bring a tree seedling to at least 5 great clients with a note, "Plant a tree and Mother Earth Smiles! Happy Arbor Day!"
				30 Call a family meeting to review calendars and block out family time for May and review your goals to see if you're on track for the year so far.	

Notes or Important Dates to Remember:

