

May



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

SUN	MON	TUE	WED	THU	FRI	SAT
<p>1 Call a family meeting to review calendars and block out family time for the month. It's also a good time to review your goals to see if you're on track for the year so far.</p>	<p>2 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>3 Join us for a Power Agent Exclusive Brainstorming Session! Head to the Upcoming Webinars section of your dashboard for the Zoom link.</p>	<p>4 Join us at Noon Eastern for our Wednesday Webinar – 6 Ways to Get New Listings When Inventory is Low. Register at:</p> <p>PowerAgentWebinar.com</p>	<p>5 Join Gale at 11 Eastern for Tech and Training Thursday! Look for the Zoom link in your Webinar Registration tab!</p>	<p>6 It's National Barbeque Month! Stop by at least 5 clients with a bottle of barbeque sauce and a note that says, "The market is HOT! Thanks for being a great client!"</p>	<p>7 Send the first of the "4 Best Prospecting Letters" to at least 100 people in your geo farm area. Check out the print portal to get addresses and to mail!</p>
<p>8 Mother's Day – Call or text the moms in your life and if you ARE a mom – take the day OFF! ☺</p>	<p>9 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>10 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>11 Join us at Noon Eastern for our Wednesday Webinar – Give Yourself a Raise: Get More Listings at a Higher Commission. Register at:</p> <p>PowerAgentWebinar.com</p>	<p>12 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>13 Deliver packets of wildflower seeds to five great clients with a note, "The market is booming (and blooming)! I'm always here to help! Thank you for being a great client!"</p>	<p>14 Is TheRedX right for you? Check it out by clicking on REDX in your classroom and trying for 30 days free! Great resource for FSBO & Expired leads.</p>
<p>15 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>16 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>17 Put up your Making It Rain, Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.</p>	<p>13 Join us at Noon Eastern for our Wednesday Webinar –How to Become a Listing Machine in 2022. Register at:</p> <p>PowerAgentWebinar.com</p>	<p>19 Join Gale at 11 Eastern for Tech and Training Thursday! Look for the Zoom link in your Webinar Registration tab!</p>	<p>20 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>21 Door knock around recent listings to let the neighbors know there is activity in the area and what homes are going for! This one strategy earned a member 4 listings in one weekend!</p>
<p>22 Tomorrow is Lucky Penny Day – honor this by learning the Shiny Penny Concept for working with buyers! Check it out in the Playing with Buyers tab!</p>	<p>23 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>24 Join us for Power Agent® Exclusive webinar, How to Increase Your Average Sales Price in 2022 with our very special guest Mike LaFido from Marketing Luxury Group.</p>	<p>20 Join us at Noon Eastern for our Wednesday Webinar – How to Build a 6 Figure Referral Business. Register at:</p> <p>PowerAgentWebinar.com</p>	<p>26 Put up your Prospecting is My Super-Power Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling</p>	<p>27 National Sunscreen Day! Stop by 10 past clients with a bottle of sunscreen and a note saying, "Here to help you always be protected in your real estate decisions! Happy Summer!"</p>	<p>28 Review at least TWO webinars on demand. We suggest What to Do Now That Zillow is a Competing Brokerage and Reaching Your Potential with Realtors Property Resource.</p>
<p>29 Host an open house. Be sure to print collateral that makes the home buying process fun like Loanopoly and the Home Moving Guide to have available for guests.</p>	<p>30 Happy Memorial Day! To those who've served and those we've lost – today, and always, we honor you.</p>	<p>31 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>Notes or Important Dates to Remember:</p>			