



Committed to Serving – Not Selling, Coaching – Not Closing

SUN	MON	TUE	WED	THU	FRI	SAT
Notes:					1 Put up your Financial Independence Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.	2 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!
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 Happy Independence Day! Be safe, make memories, and keep smiling!	5 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in the classroom for access code.	6 Join us for today's webinar, Rising Interest Rates and Slowing Sales: How to Double Your Production In this New Real Estate Reality, at Noon Eastern! PowerAgentWebinar.com	7 Join us for a POWER AGENT® Exclusive Brainstorming Session! Head to the Upcoming Webinars section of your dashboard for the Zoom link.	8 Get out and about! Walk your neighborhood farm and introduce yourself to the community! Offer the Neighborhood Market Report as a gift.	9 Is TheRedX right for you? Check it out at DarrylSpecial.com to start a free trial. Great resource for FSBO & Expired leads.
10 Tomorrow is National Blueberry Muffin Day. Choose two thriving local businesses to drop off a basket of muffins with a note; "It's a BERRY good market! I'm here to help!" Leave business cards!	11 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in the 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 for today's webinar, a special rebroadcast: Rising Interest Rates and Slowing Sales: How to Double Your Production In this New Real Estate Reality, at Noon Eastern! PowerAgentWebinar.com	14 Tap into our Tech Training at 11 Eastern and learn how to get the most from your Classroom.	15 Use the FSBO & FSBO Voicemail dialogues found in Prospecting and commit to making at least 5 calls.	16 Send the second of the "4 Best Prospecting Letters" to at least 100 people in your geo farm area. (We suggest a farm of 300-500 depending on budget.)
17 Download the Sellers and Buyers Guides from the Prospecting tab, and customize with your contact information and brand, save as a pdf to email clients. Have a few printed from a local printer that you can use on presentations.	18 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in the classroom for access code.	19 Tomorrow is National Lollipop Day! Spend the day canvassing your neighborhood farm! Bring lollipops and Neighborhood Market Report Certificates to hand out.	20 Join us for today's webinar, How to Master the Listing Appointment and Double Your Inventory, at Noon Eastern! PowerAgentWebinar.com	21 National Vanilla Ice Cream Day – bring a gallon of ice cream plus a new scoop to five top clients with a note, "I've got the scoop on what's happening in our market!" Offer a Market Report.	22 Research expirations from 6 months ago and use the old FSBO/Expired dialogue in the Prospecting tab to see if they are still interested in selling!	23 Send August newsletters to at least 50 past customers and offer to email them to the folks on your social media channels!
24 If you're hosting an open house, print copies of the August Newsletter and the Loanopoly Game to share with visitors.	25 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in the classroom for access code.	26 Join us for a POWER AGENT® Exclusive webinar interview with powerhouse POWER AGENT® Traci Palmero who will share her Secrets for Earning Six Figures in this business.	27 Join us for today's webinar, How to Tell Your Sellers That the Party is OVER: The Art of Pricing Listings In Today's Market, at Noon Eastern! PowerAgentWebinar.com	28 Tap into our Tech Training at 11 Eastern and learn how to get the most from your classroom.	29 Contact 10-20 past clients and let them know that in this hot market, many people have questions and that you are there as a resource if they need you.	30 Call a family meeting to review calendars for August and back-to-school needs.
31 Pick one of the 7 Summer SMILE Stop ideas in the Farming tab and make the day of 5 past clients!	Notes or Important Dates to Remember:					