



SEPTEMBER

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

SUN

MON

TUE

WED

THU

FRI

SAT

Notes or Important Dates to Remember:

1 Send the first 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.)

2 September is National Honey Month. Take a jar of local honey to 5 great clients with a note, "Get the BUZZ on the local real estate market! Thanks for BEEing a great client!"

3 Door knock around recent listings to let the neighbors know there is activity in the area and what homes are going for!

4 Today is World Letter Writing Day. Write notes to at least 5 past customers to pop in the mail this week. This old school strategy is getting real world results!

5 Happy Labor Day! Reflect on what's working and what you need to finish the year strong. Then take a little YOU time!

6 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in Classroom for access code.

7 Join us at Noon Eastern for our Wednesday Webinar, "A Surge of Listings is Coming: The 5 Best Strategies to Get Your Share." Register at PowerAgentWebinar.com

8 Join us for a POWER AGENT® Exclusive BRAINSTORMING session with members from all over North America!

9 Use the Expired voicemail dialogue found in the Prospecting tab and commit to making at least 5 calls.

10 Reach out to 15 people from your sphere. Let them know that markets are shifting and ask if they have any questions or if there is a way you can help them.

11 Today is Patriot's Day. Honor those lost and celebrate your local first responder heroes by taking a basket of treats to local fire departments.

12 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in Classroom for access code.

13 Put up your 'Making it Rain, Do Not Disturb' sign and prospect for two solid hours today. Focus on serving, not selling.

14 Join us at Noon Eastern for our Wednesday Webinar, "7 Habits of Highly Effective REALTORS®." Register at PowerAgentWebinar.com

15 Tap into our Tech Training at 11 Eastern and learn how to get the most from your classroom.

16 Use the FSBO & FSBO Expired Dialogues from the Prospecting tab and commit to making at least 10 calls.

17 If hosting an open house, print out the Loanopoly Game to share with visitors.

18 Use the Over the Phone Market Report Dialogue and contact at least 20 people in your farm area.

19 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in Classroom for access code.

20 Research expires from 6 months ago, and use the old FSBO/Expireds dialogue in the Prospecting tab to see if they are still interested in selling!

21 Join us at Noon Eastern for our Wednesday Webinar, "How to Use the Upcoming Holidays to Generate More Business." Register at PowerAgentWebinar.com

22 It's National Ice Cream Cone Day. Deliver a gallon of ice cream and a box of cones to 5 great clients with a note, "For the scoop on the market, call me anytime!"

23 Contact 10-20 past clients and let them know one of the services you provide is a Neighborhood Market Report so that they can know the current value of their home.

24 Is TheRedX right for you? Check it out! Click on REDX in your Classroom to start a free trial. Great resource for FSBO & Expired leads.

25 Prepare October Newsletters to go out to your sphere and farm. If mailing, pop by the post office; if emailing, schedule them to go out October 1st.

26 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in Classroom for access code.

27 Join us for a POWER AGENT® Exclusive Webinar on Demand with Special Guest, Paul Dizmang (Property Management). Check the Webinar Registration tab in your Dashboard for the Link!

28 Join us at Noon Eastern for our Wednesday Webinar, "The Top 7 Telephone Scripts to Generate 100k a Year." Register at PowerAgentWebinar.com

29 Tap into our Tech Training at 11 Eastern and learn how to get the most from your classroom.

30 Call a family meeting to review calendars and block out family time and commitments for the month ahead.



Notes or Important Dates to Remember: