

NOVEMBER



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

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

2. Wednesday Webinar
Find this week's topic and time at: PowerAgentWebinar.com

*Don't forget to download your workbook!

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

4. Choose at least one strategy from the November SMILE Stops™ flyer to implement this month and plan a day to make it happen!

5. 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!

6. Spend an hour with a Gratitude journal! Staying grounded in what's going RIGHT helps you set the tone and remain positive all month long.

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

8. Put up your Prospecting & Pumpkin Spice Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.

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10. Send Happy Thanksgiving postcards or letters a little early to ensure they reach your sphere on time.

11. Veteran's Day. Contact any Veterans in your sphere and thank them for their service.

12. Canvas your neighborhood farm. You'll find door-knocking dialogue in your Farming tab in the classroom.

13. World Kindness Day. Commit to performing at least one random act of kindness today. You'll create SMILES for yourself and others!

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

15. Talent Tuesday! Don't miss this interview with Accounting Expert Jared Vollaro! Check Events Calendar For Link.

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

18. It's National Apple Cider Day! Pick up some of your favorite cider and deliver to 5 great clients with a note, "Thank you for being a PICK OF THE CROP Client!"

19. Is TheRedX right for you? Check it out at DarrylSpecial.com and use code SMILE to start a free trial. Great resource for FSBO & Expired leads.

20. If you're hosting an open house, print copies of the November Newsletter and the Loanopoly Game to share with visitors.

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

22. Tuesday Webinar
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23. Edit the Happy Holidays Homes Sold Thanksgiving flyer with your stats and information. Save as .jpeg and upload to your social media platforms.

24. Have a very Happy and safe Thanksgiving. Enjoy your family and your day!



25. Call a family meeting to review calendars for December and the holidays.

26. 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.

27. Choose at least ONE webinar on demand of your favorite topic and pull three strategies you will implement this week.

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

29. Today is Giving Tuesday – a day to take the time to kick off the season by giving back to your community. Whether donating to a charity or volunteering, you'll find a social media graphic in the classroom.

30. Wednesday Webinar
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Notes & Important Dates: