

January



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

SUN	MON	TUE	WED	THU	FRI	SAT	
<p>1 Happy New Year! Print your Vision Board, Listing Inventory Chart, and Dot Board and laminate them if possible. Hang them where they can inspire you all month.</p>	<p>2 Print your Agent Activity Tracker from Time and Money Management to gamify your activities this month!</p>	<p>3 Join us for a POWER AGENT® Exclusive BRAINSTORMING session with members from all over North America!</p>	<p>4 Wednesday Webinar! Find this week's topic and time at: PowerAgentWebinar.com *Don't forget to download your workbook!</p>	<p>5 Review the 35 Social Media Live Ideas in the Prospecting Tab and commit to creating at LEAST one video to share with your social media sphere!</p>	<p>6 Send the HUD statement letter (in the Farming Tab) to anyone who bought or sold last year with a copy of their HUD statement for taxes.</p>	<p>7 Review at least TWO webinars on demand. We suggest business planning and the marketing calendar!</p>	
<p>8 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>9 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.</p>	<p>10 Houseplant Appreciation Day! Deliver a lovely houseplant to five great clients with a note, "Helping families set down roots is an honor! Thank you!" (Be careful to get a plant non-toxic to pets!)</p>	<p>11 Wednesday Webinar! Find this week's topic and time at: PowerAgentWebinar.com *Don't forget to download your workbook!</p>	<p>12 Is REDX right for you? Check it out at DarrylSpecial.com to start a free trial. Great resource for FSBO & Expired leads.</p>	<p>13 Put up your Breakthrough Year Do Not Disturb Sign and prospect for two hours. Focus on serving, not selling.</p>	<p>14 Send the first of the "3 Best Prospecting Letters" to at least 100 people in your geo-farm area. (We suggest a farm of 300-500 depending on budget.)</p>	
<p>15 If you haven't already done so - head to the Directory in your Classroom and fill out your profile with special emphasis on areas served. This is a great source of referrals!</p>	<p>16 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.</p>	<p>17 Join us at Noon Eastern for our POWER AGENT® exclusive webinar: Automated Follow-up, Turn Your Database into a Cash Generating ATM with Repeat & Referrals. Check your webinar registration dashboard for join link.</p>	<p>18 Wednesday Webinar! Find this week's topic and time at: PowerAgentWebinar.com *Don't forget to download your workbook!</p>	<p>19 National Popcorn Day! Deliver a tin of gourmet popcorn -to five of your top clients with a note that says, "Just wanted to POP by and say thanks for being a client!"</p>	<p>20 Got an older database that needs updating? Consider hiring a temp or breaking the list down into 10 contacts per week. Look for Book of Business Letter & Dialogue in Prospecting.</p>	<p>21 Ask your broker if there are any "Orphan" files from past agents that need attention, then introduce yourself to them as their new company contact. Look in the Prospecting tab for directions and dialogues.</p>	
<p>22 Tomorrow is National PIE Day! Deliver a delicious pie to five great clients with a note, "Any way you slice it - you're a GREAT client! Thank you!"</p>	<p>23 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.</p>	<p>24 Today is National Compliment Day - call 5 past clients and give them a sincere and thoughtful compliment, and thank them for being a client!</p>	<p>25 Wednesday Webinar! Find this week's topic and time at: PowerAgentWebinar.com *Don't forget to download your workbook!</p>	<p>26 Check out BoxBrownie.com to create virtual tours and edit your listing photos. Head to Tech Tools and Training for a \$40 Coupon and training video!</p>	<p>27 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>28 Use the FSBO & FSBO voicemail dialogues found in the Prospecting Tab and commit to making at least 5 calls.</p>	
<p>29 Call a family meeting to review calendars and block out family time for February so that you are ahead of the game!</p>	<p>30 Join us at The Next Level® Event! 3 Game-Changing Days of Skill Building, Networking, Mindset Shifting, and Success Strategies! TheNextLevelEvent.com</p>	<p>31 Join us at The Next Level® Event! 3 Game-Changing Days of Skill Building, Networking, Mindset Shifting, and Success Strategies! TheNextLevelEvent.com</p>	<p>Notes & Important Dates:</p>				