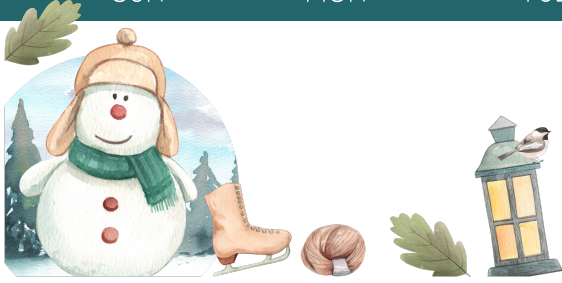


# February



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

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**5. Spend an hour with a Gratitude journal! Staying grounded in what's going RIGHT helps you set the tone and stay positive all year.**

**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 Send a Card to a Friend day!** There's nothing quite like a greeting card to generate a SMILE. Head into your Classroom's print portal to order at least 5 Client Appreciation cards from AM Cards! (Your first three are free when you set up account!)

**1. Download your February calendar from the Time and Money Management tab in the Classroom.**

**2. Choose at least one SMILE Stop™ for February from the Farming tab of the Classroom.**

**3. 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.**

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

**8 . Wednesday Webinar!**

Find this week's topic and time at: [PowerAgentWebinar.com](http://PowerAgentWebinar.com)

\*Don't forget to download your workbook!

**9. National Pizza Day: Stop by five great clients' homes with a pizza cutter, a coupon for your favorite local pizza, and a note, "Any way you slice it - you're an amazing client! Thank you, and Happy Pizza Day!"**

**10. 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 Prospecting tab for directions and dialogues.**

**11. Head to the Social Media tab in the classroom to download your favorite Valentine's post graphics and get ready to share!**

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

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

**14 Valentine's Day:** Stop by five great clients' homes with a heart-shaped box of chocolates and a note that says, "You and your referrals are the HEART of my business! Thank you for being such a great client!"

**15 . Wednesday Webinar!**

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**16 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.**

**17. It's Random Acts of Kindness Day! Check out this amazing site to learn how little acts can make a HUGE difference!**

[randomactsofkindness.org](http://randomactsofkindness.org)

**18 Spend 15-20 minutes updating your listing on the Power Agent Directory. You can easily get to it from your Dashboard. It's a referral magnet!**

**19. Tomorrow is National Cherry 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!"**

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

**21. Join us for Talent Tuesday with Special Guest BoxBrownie Business Development Manager, Daniella Ziade!**

**22 . Wednesday Webinar!**

Find this week's topic and time at: [PowerAgentWebinar.com](http://PowerAgentWebinar.com)

\*Don't forget to download your workbook!

**23. 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.**

**24. Use the EXPIRED dialogue in the Prospecting tab and commit to making at least 5 calls to EXPIREDS!**

**25. 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.**

**26. Call a family meeting to review calendars and block out family time for March so that you are ahead of the game!**

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

**28. Tomorrow is World Compliment Day! Call up ten past clients and offer a sincere compliment and let them know you are there if they need you!**

Notes or Important Dates to Remember:

