


March



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

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Notes:


			<p>1. Wednesday Webinar!</p> <p>Find this week's topic and time at: PowerAgentWebinar.com</p> <p>*Don't forget to download your workbook!</p>	<p>2. Send out the March Newsletter to your sphere! Find it in Farming and Self Promotion tab.</p>	<p>3. Use the EXPIRED dialogue in the Prospecting tab and commit to making at least 5 calls to EXPIREDS to see if they are ready to make a move!</p>	<p>4. Make today all about FSBOs and Expireds. Hit the phones using the dialogues found in your Prospecting tab. Build that inventory!</p>
<p>5. Tomorrow is National Dentist Day! Stop by 2-5 dentist offices with a fruit platter and a note, "Thanks for making smiles brighter in our community! Happy Dentist Day!"</p>	<p>6. Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in Classroom for access code.</p>	<p>7. Join us for a POWER AGENT® Exclusive BRAINSTORMING session with members from all over North America! Check your Webinar Registration Dashboard for join link.</p>	<p>8. Wednesday Webinar!</p> <p>Find this week's topic and time at: PowerAgentWebinar.com</p> <p>*Don't forget to download your workbook!</p>	<p>9. Today is National Name Tag Day - a great reminder that you should be a walking, talking brand experience and have your name tag on when you are out and about in your market. Don't be a secret agent!</p>	<p>10. 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 at the end of the month. See if they have any questions.</p>	<p>11. Today is Plant a Flower Day! Drop in to see five clients with a small potted flower plant and a note that says, "Thank you for helping my business grow! I appreciate you!"</p>
<p>12. Tuesday is National Pi Day. Drop in to see five clients with a fresh pie and a pie cutter and a note that says, "Any way you slice it - you're a VIP client! Thank you!"</p>	<p>13. Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in Classroom for access code.</p>	<p>14. Join us at Noon Eastern with Curtis Lewsey - Understanding Your New Print Portal Options. Check your webinar registration dashboard for join link.</p>	<p>15. Wednesday Webinar!</p> <p>Find this week's topic and time at: PowerAgentWebinar.com</p> <p>*Don't forget to download your workbook!</p>	<p>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.</p>	<p>17. Happy St. Patrick's Day! Drop by to see five clients with a small gift bag of gold foiled candy with a note, "I'm lucky to have you as a client! Happy St. Patrick's Day!"</p>	<p>18. Is REDX right for you? Click on the REDX tab in your Classroom to start a free trial. Great resource for FSBO & Expired leads!</p>
<p>19. Prepare the third of the "3 Powerful Prospecting Letters" to be mailed to at least 100 people in your geo farm area. (We suggest a farm of 300-500 depending on budget. Look at RedX for geo leads.)</p>	<p>20. Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in Classroom for access code.</p>	<p>21. Join us for a POWER AGENT® Exclusive WEBINAR with our friends from Curbio! Check your webinar registration dashboard for join link.</p>	<p>22. Wednesday Webinar!</p> <p>Find this week's topic and time at: PowerAgentWebinar.com</p> <p>*Don't forget to download your workbook!</p>	<p>23. Download the 184 Things Real Estate Agents Do to Earn Their Commissions, customize with your contact information and internalize how much value you bring to the table!</p>	<p>24. Use the EXPIRED dialogue in the Prospecting tab and commit to making at least 5 calls to EXPIREDS to see if they are ready to make a move!</p>	<p>25. Got a question for Monday's Coaching call? Head to the Coaching Call tab on the site and click on the red "Have a question" button to ask it in advance and move your answer to the top of the call!</p>
<p>26. Is the Power Builder CRM right for you? Click on the CRM tab of your Classroom to learn more.</p>	<p>27. Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in Classroom for access code.</p>	<p>28. Put up your Building My Empire Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.</p>	<p>29. Wednesday Webinar!</p> <p>Find this week's topic and time at: PowerAgentWebinar.com</p> <p>*Don't forget to download your workbook!</p>	<p>30. It's National Doctors Day. Stop by 2-5 doctor offices with a fruit platter and a note, "Thanks for keeping our community healthy! Happy Doctor Day!"</p>	<p>31. Take a look back at your monthly goal for this month and use it to help recalculate what you want to accomplish in April and call a family meeting to review calendars.</p>	

Notes or Important Dates to Remember: