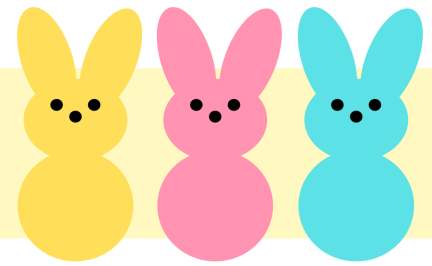


# April



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

SUN

MON

TUE

WED

THU

FRI

SAT

### Notes or Important Dates to Remember:

1 Today is **International Fun at Work Day**. Make it a point to have some fun, make people smile, and celebrate what you do and your ability to serve people!

2 **Schedule Your Open Houses for this month!** They are a great source of leads! Check out *12 Top Agent Tips for Hosting Open Houses* eGuide in your Farming tab!

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

4 **Put up your "Making it Rain" Do Not Disturb sign** and prospect for two solid hours. Focus on serving, not selling. It's all about how you can help them!

5 **Wednesday Webinar!**  
Find this week's topic and time at:  
[PowerAgentWebinar.com](http://PowerAgentWebinar.com)  
Don't forget to download your workbook!

6 **Download April SMILE Stops™** and create plan of action to connect with past clients!

7 April is **Lawn & Garden Month**. Send a package of spring seeds to 10 past clients with a note, *"Just sending a little spring your way! Thanks for being a great client!"*

8 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.

9 **Spend a few moments filling in or editing your Power Agent Directory profile**. It's quick and easy and will allow you to better connect for referrals and new relationships.

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

11 **Put up your "Growing My Future" Do Not Disturb sign** and prospect for two solid hours today. Focus on serving, not selling.

12 **Wednesday Webinar!**  
Find this week's topic and time at:  
[PowerAgentWebinar.com](http://PowerAgentWebinar.com)  
Don't forget to download your workbook!

13 **It's National Make Lunch Count Day!** Invite a favorite client to lunch on you as an awesome thank you!

14 **Send the Neighborhood Market Report Letter** to 50 people in your sphere or farm.

15 **Review the Farming Field Guide** to see what strategies you could be missing in your marketing plan for your farm.

16 **It's National Stress Awareness Day!** Order stress reliever balls. Deliver to at least 10 clients with a note, *"Let me take the stress out of your real estate decisions!"*

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

18 **Join us at Noon Eastern with our friends from Slybroad-cast!** Check your Webinar Registration Dashboard for join link.

19 **Wednesday Webinar!**  
Find this week's topic and time at:  
[PowerAgentWebinar.com](http://PowerAgentWebinar.com)  
Don't forget to download your workbook!

20 **Follow up with Neighborhood Market Report letter recipients** to remind them of your offer to help them know the value of their home.

21 **Prepare May Newsletters to go out to your sphere and farm**. Look to your Print Portal for mailing options. If emailing, schedule them to go out May 1st.

22 **Door knock around recent listings** to let the neighbors know there is activity in the area and what homes are going for! A Power Agent® just did this and got 4 leads in one hour!

23 **Set up your profile and send 3 cards from AM Cards** in the Print Portal of your Classroom. The first three are on us! Have fun with them!

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

25 **Put up your "Hitting My Targets" Do Not Disturb sign** and prospect for two solid hours today. Focus on serving, not selling. It's all about what you can do for them!

26 **Wednesday Webinar!**  
Find this week's topic and time at:  
[PowerAgentWebinar.com](http://PowerAgentWebinar.com)  
Don't forget to download your workbook!

27 **Is REDX right for you?** Click on the REDX tab in your Classroom to start a free trial. Great resource for FSBO & Expired leads.

28 **Today is Arbor Day!** Bring a tree seedling to at least 5 great clients with a note, *"Plant a tree and Mother Earth Smiles! Happy Arbor Day!"*

29 **Download the 30-Day Listing Plan and the 100 Ways to Get More Listings** and craft YOUR plan to take your listing inventory to the Next Level® in May.

30 **Call a family meeting to review calendars and block out family time** for May and review your goals to see if you're on track for the year so far.

