



# AUGUST



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

SUN	MON	TUE	WED	THU	FRI	SAT
				<p><b>1. Search 100 in the Classroom and download the 100 Ways to Get a Listing.</b> Choose the top 10 you will implement for the next 30 days!</p>	<p><b>2. August is Sun Safety Month!</b> Deliver sunscreen to 5 great clients with a note, "I've got you <b>COVERED!</b> Call me for any of your real estate questions!"</p>	<p><b>3. Send August newsletters to at least 50 past customers and offer to email them to the folks on your social media channels!</b></p>
<p><b>4. It's Chocolate Chip Cookie Day!</b> Drop off a batch of baked goodness to 5 clients with a note, "Great clients are the sweetest part of my business! Thank you!"</p>	<p><b>5. Join us for the Power Hour with Darryl Coaching Call at 11 Eastern.</b> Check the Coaching Call tab in Classroom for access code.</p>	<p><b>6. Join us for Talent Tuesday!</b> RPR training – <i>Jump Start Your Business with the Best CMA+ Tool in the Industry!</i></p>	<p><b>7. Wednesday Webinar!</b> Find this week's topic and time at: <a href="http://PowerAgentWebinar.com">PowerAgentWebinar.com</a> Don't forget to download your workbook!</p>	<p><b>8. Contact 10-20 past clients</b> and let them know that in this hot market, many people have questions and that you are there as a resource if they need you.</p>	<p><b>9. Research expires from 6 month ago</b> and use the old FSBO/Expired dialogue in the Prospecting tab to call and see if they are still interested in selling!</p>	<p><b>10. National S'mores Day!</b> Deliver s'more fixings (graham crackers, chocolate, marshmallows) to 5 great clients with a note, "If you ever need s'more info on our market – call me!"</p>
<p><b>11. Spend a few moments filling in or editing your Power Agent Directory profile.</b> It's quick and easy and will allow you to better connect for referrals and new relationships.</p>	<p><b>12. Join us for the Power Hour with Darryl Coaching Call at 11 Eastern.</b> Check the Coaching Call tab in Classroom for access code.</p>	<p><b>13. Read the latest Brainstorm Session Guides.</b> Choose 5 great ideas to implement this month to grow your business.</p>	<p><b>14. Wednesday Webinar!</b> Find this week's topic and time at: <a href="http://PowerAgentWebinar.com">PowerAgentWebinar.com</a> Don't forget to download your workbook!</p>	<p><b>15. Lemon Meringue Pie Day –</b> Deliver a pie to 5 awesome clients with a note, "Any way you slice it – you're an amazing client! Thank you!"</p>	<p><b>16. Use the Expired voicemail dialogue found in the Prospecting tab and commit to making at least 5 calls.</b></p>	<p><b>17. World Honeybee Day.</b> Stop by 3-5 great clients with a jar of local honey and a note, "Thanks for BEE-ing an amazing client! When you need the buzz on the market, buzz me!"</p>
<p><b>18. Create a plan to ensure Open Houses are part of your marketing strategy</b> in the next few months. Search Open House in the Classroom for all your tools and training!</p>	<p><b>19. Join us for the Power Hour with Darryl Coaching Call at 11 Eastern.</b> Check the Coaching Call tab in Classroom for access code.</p>	<p><b>20. Join Special Guest Elvia Morales, Strategic Account Manager for FOREWARN at 11 AM Eastern.</b> Learn how to have safer showings and smarter engagements with the industry's best fraud and safety tool.</p>	<p><b>21. Wednesday Webinar!</b> Find this week's topic and time at: <a href="http://PowerAgentWebinar.com">PowerAgentWebinar.com</a> Don't forget to download your workbook!</p>	<p><b>22. National Burger Day.</b> Invite a mentor or protégé (or both) out for a burger and a solid hour of connection!</p>	<p><b>23. Reach out to 15 people from your sphere.</b> Let them know that markets are still shifting and ask if they have any questions or if there is a way you can help them.</p>	<p><b>24. Door knock around recent listings</b> to let the neighbors know there is activity in the area and what homes are going for! A <b>POWER AGENT®</b> just did this and got 4 leads in one hour!</p>
<p><b>25. Review your goals.</b> We're about to enter the last quarter of the year. Are you on track? If not, review your business and action plan, and make adjustments.</p>	<p><b>26. Join us for the Power Hour with Darryl Coaching Call at 11 Eastern.</b> Check the Coaching Call tab in Classroom for access code.</p>	<p><b>27. Put up the "In it to Win It" Do Not Disturb sign and prospect for 2 solid hours today.</b> Focus on serving, not selling.</p>	<p><b>28. Wednesday Webinar!</b> Find this week's topic and time at: <a href="http://PowerAgentWebinar.com">PowerAgentWebinar.com</a> Don't forget to download your workbook!</p>	<p><b>29. Call a family meeting to review calendars for September and fall events.</b></p>	<p><b>30. Download September SMILE Stops™</b> and create plan of action to connect with past clients!</p>	<p><b>31. National Trail Mix Day.</b> Deliver bags of gourmet trail mix to 5 great clients with a note, "Happy Trails! If you ever have a real estate question or need – I'm here for you!"</p>

Notes or Important Dates to Remember: