

My Dashboard
Leads / Deals

Real Estate -The Perfect Sales System

"We become great by creating habits of execution"

Less than 5 Closings per Month – 0-1 RP1's

Name: _____
Date Created: _____

	Monday <i>VIPs – 50 FAVORITE PEOPLE</i>	Tuesday <i>CURRENT CLIENT UPDATES</i>	Wednesday <i>HOT LEADS & PROSPECTS</i>	Thursday <i>DATABASE/LETTER OF THE WEEK CALLS</i>	Friday <i>BUSINESSPEOPLE/BUILDERS</i>	ALT Day
6 AM	<i>WORKOUT</i>	→	<i>MEDITATION</i>	→	<i>BIBLE STUDY</i>	
8 AM	<i>PERSONAL TIME</i>	<i>PERSONAL TIME</i>	<i>PERSONAL TIME</i>	<i>PERSONAL TIME</i>	<i>PERSONAL TIME</i>	By
8:30 AM	CHECK & CHANGE VM/EMAIL & GET READY FOR THE DAY	CHECK & CHANGE VM/EMAIL & GET READY FOR THE DAY	CHECK & CHANGE VM/EMAIL & GET READY FOR THE DAY	CHECK & CHANGE VM/EMAIL & GET READY FOR THE DAY	CHECK & CHANGE VM/EMAIL & GET READY FOR THE DAY	Appointment
9 AM	Team Meeting	Team Meeting	Team Meeting	Team Meeting	Team Meeting	Only
9:30 - 10 AM	ISSUES/PROBLEM FILES	ISSUES/PROBLEM FILES	ISSUES/PROBLEM FILES	ISSUES/PROBLEM FILES	9:30AM – 11:30AM:	
10 - 11:30 AM	POWER HOUR	POWER HOUR	10-12 pm: APPT	POWER HOUR	MILK ROUTE &	
11:30 AM	CHECK VM/EMAIL/RETURN CALLS	CHECK VM/EMAIL/RETURN CALLS	APPT	CHECK VM/EMAIL/RETURN CALLS	POP BY'S	
12 - 1:30 PM	BUSINESS LUNCH APPT OR F2F	BUSINESS LUNCH APPT OR F2F	LUNCH	LUNCH	BUSINESS LUNCH	
1:30 - 2 PM	ISSUES/PROBLEM FILES	ISSUES/PROBLEM FILES	POWER HOUR	ISSUES/PROBLEM FILES	1:30-2:30PM: WORK ON ISSUES/PROFILE	
2 - 3 PM	APPT	COACHING CALL/HOMEWORK	POWER HOUR	APPT	2:30 – 4PM:	
3:30 - 4 PM	APPT	APPT	POWER HOUR	APPT	APPT/ POWER HOUR	
4:30 - 5 PM	RETENTION CALLS, VM/EMAILS	RETENTION CALLS, VM/EMAILS	RETENTION CALLS, VM/EMAILS	RETENTION CALLS, VM/EMAILS	RETENTION CALLS, VM/EMAILS	
5:30 - 6 PM	HOME	APPT	5:30-7PM LATE APPT	HOME	BE HOME NO LATER THAN 5 PM!	
7 PM			8PM HOME			

Appointments:	Great Targets:	Sales Keys:	Operational Keys:
<ul style="list-style-type: none"> • Impactful lunches • Impactful 15-minute meetings • Office presentations • Teaching a seminar • In person meeting, working on a deal or project together 	<ul style="list-style-type: none"> • Builders/Sales agents • Past Clients • Banks/Credit Unions • Large employers/organizations • Successful businesspeople • Anyone who has a large "need for a RE Agent" • Financial planner/attorney 	<ul style="list-style-type: none"> • Power hour: 15 talk to's every day • In person meetings = sell 70% of the time • 13 impactful meetings per week • Ask a ton of questions until you know exactly what the client wants • Focus on sales <u>first</u> every single day • Face to Face appointments (F2F) 	<ul style="list-style-type: none"> • RE Partner = less stress + more income +more green time! • Resolve file issues quickly by asking someone who <u>knows</u> the answer • Follow your time schedule 80% of the time • Do a professional presentation every time • Work on red time as fast as you can (like you do the day before vacation) • Maintain 10 listings