

If I could wave a magic wand when
I leave what result would it bring?



Scheduled **ideal day** vs. **Daily Actions Completed**

What Actions must I take in order to Guarantee My Success on a Daily and Weekly basis?

The Ideal Week

TIME	MON	TUES	WEDS	THURS	FRI
8:30 AM	MARKET INFO / NEWS/ MEDIA CONSUMPTION				
9:30 AM	BREAK				
10:00 AM	HOUR OF POWER - COLD CALLING / APPT SETTING				
11:00 AM	CLIENT MEETING	CLIENT MEETING - POST SALE FOLLOW UP (MEETING, EMAIL, PHONE CALLS)			
12:00 PM	LUNCH	LUNCH			
1:00 PM	PROSPECTING	CLIENT MEETING			
2:00 PM					
4:00 PM					
5:00 PM					

30 Connections per day
2 Listing appointments per day
1 Buyer appointment per day
6X6 PMC Every Day

**Make 30 phone calls every
day to your contacts.**

Who do you call?

- Past appraisal follow up
- Past appraisal just sold notifications
- Past anniversaries, buyer/sellers
- Current vendors
- Just sold prospecting to your farm area
- Just listed prospecting to your farm area
- CMA prospecting to your farm area
- Landlord market updates
- Inner circle contacts
- Expired listings from your market place
- Expired listings from your office

MARK
INNOVATION

S
VISION



Aaron Shiner

- Speaker
- In-house trainer
- Key note presenter
- Coach