***10/10 DO THIS FOR 90 DAYS STRAIGHT TO INCREASE YOUR INCOME!***

1. ***Add 10 people to your SOI*** (SOI- sphere of influence). If you don’t have an SOI, you need to create a list of people to contact. You will need their name and either an email address, phone number, or friend them on facebook or social media. Your goal is to end up with a list of 1000 people by the time you are finished.—If you don’t know this many people, you are going to have to join clubs, groups, churches, etc. even if these groups are online. But you have got to get out and meet people in order to sell real estate!
2. ***Reach out to 10 people*** and ASK THEM FOR BUSINESS! This might be hard for some people, but just know this is imperative that you learn to do this if you want to increase your business! Your goal is to ask a direct question, “Do you know of anyone that is hoping to buy or sell a home that I can assist?” MAKE DETAILED NOTES!
3. ***Follow up with 10 people*** that you need to follow up with. Anyone that you have reached out to in the past, this is the portion where you follow up! MAKE DETAILED NOTES!
4. ***Send out 10 friend requests*** on facebook. Look for friends of friends, mutual friends or look for groups on facebook that share similar interests as you!
5. ***Interact on facebook with 10 friends***! This involves MORE than liking their post. This involves commenting ABOUT THEIR POST and focusing on them with a positive word of encouragement and something nice that focuses on them and their life.
6. ***Reach out to 10 FSBO*** and offer to do a FREE pricing strategy for them or a FREE video marketing campaign for them, or a FREE open house for them! Doing something FREE for someone increases your chances of getting the listing IF THEY DECIDE TO LIST! (Go to Zillow and type in “for sale by owner winston salem” ,or wherever you want to focus, and scroll down to the bottom of the page and it will give you the contact info for the FSBO). You can use your FREE videolicious app to do a free video marketing campaign for them. If you do a free open house make sure to visit the neighbors before the open house and invite them to the open house and ask them if they have friends or family they would like for you to invite to the open house.
7. ***Reach out to 10 expired listings***. If you don’t know how to do this, please ask. Offer to do a free professional video marketing campaign for them or a FREE home warranty if they would like to relist with you. Offer to do FREE staging to their home, again offering FREE services will increase the likelihood you will get the listing. Your goal is to get into the home and meet the homeowner in person. Your chances of getting the listing drastically increase upon meeting the client in person than over the phone.
8. ***Preview 10 homes per day online*** and master the inventory and learn the values in your market! You need to be a market expert to have credibility with consumers.
9. ***Pull up daily new listings and daily sold listings in MLS and visit 25*** surrounding neighbors of that property with a color MLS sheet attached to your business card. Introduce yourself and inform them of the new listing or the sold listing and ask them if they would like to have a free pricing strategy or if they know of anyone wanting to move to the neighborhood that you could reach out to. This should be done 2-3 days per week! Make detailed notes! Offer a free home warranty if they contact you or a FREE matterport scan or a FREE video marketing campaign if they list with you! Make sure your business card is on a magnet so that they will put it on their refrigerator and not throw it away. Going to these neighborhoods the same day a new listing comes up or the same day a listing sells has proven to be a HIGHLY successful method of getting listings and clients. Normally where one client wants to list, there are others. You must catch this business within 24 hours of the new listing or the sold. Your goal is simply to inform the homeowner about the listing or the sale but it gives you an open door to discuss the listing or helping their friend/family with a purchase. It doesn’t have to be our listing, we all work together to show and sell each other’s properties.
10. ***End each day with prayer or meditation or positive affirmations for 5-10 minutes*** of gratitude so that you can move forward with good energy to others that you contact as well as yourself!

\*\*\* ***Your goal is to meet with 3 clients per week***! This meeting should consist of meeting with a qualified buyer or visiting a home in hopes of doing a pricing strategy/meeting the seller in order to list!

\*\*\* If you do not have a copy of the ***VIP buyer agent services*** or the ***VIP listing agent services***, please reach out asap so that you have a checklist of how to give superior services to these clients once they entrust you to help them with their purchase/sale.

\*\*\* If you don’t know what to say to these people when you call them, please reach out for a FREE one on one coaching session or a small group coaching session to discuss what to say and how to say it! Or call Teresa 336-262-3111 and ask for help with this!

\*\*\* This is to be done for 90 days straight! Sundays should be your planning days in which you get out your calendar to mark of 2 hours per day Monday-Saturday to do these activities. You must time block and use a calendar for this to work efficiently! Most agents cannot accomplish this without using a calendar and time blocking!

\*\*\* You also need an accountability partner for this 90 day process. Please reach out to Teresa so that she can put you on the accountability list! This is a VERY important part of this process as well! With accountability, this is 73% more effective! Text Teresa and ask to be on the accountability list asap!! 336-262-3111 with the text “add me to the accountability list!”

\*\*\* Sign this form and shoot Teresa a picture of the signed form. This is your commitment to put this into action! This is the last step!

Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Sunday date that this will begin \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date signing this form\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

***COMMITMENT AGREEMENT***

By signing below, I promise to begin this 90 day RAMP UP BUSINESS PLAN! I hereby commit to 90 days of forming good habits and engaging myself into MY real estate career. I understand the importance of commitment and will do my absolute best to dedicate myself to this process and will do so to the best of my ability. I understand the importance of time blocking 2 hours per day 6 days per week and that using a calendar and sticking to my calendar is vital to success of this plan.

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Name of agent TODAYS DATE START DATE