Weekly Contact Plan to Reach Income Goal

I need _____ contacts a day x 5 days = _____ total per week. Divide weekly total into the 24 boxes.

Weekly Plan	Weekly Actual
1. Call ____past customers or clients a day	_____
2. Call ____expired listings a day.	_____
3. Schedule ____face to face per week with expired listings	_____
4. Do ____open houses a week.	_____
5. Follow-up calls to say "thank-you" for visiting.	_____
6. Call ____Just Listed/Just Sold around a new listing.	_____
7. Knock on ____doors and invite to open houses.	_____
8. Call ____ neighbors and invite to my open house.	_____
9. Have ____ Buyer Agency Agreements signed.	_____
10. Schedule ____in person meeting my top referring sphere.	_____
11. Schedule ____ in person meeting with my _____group.	_____
12. Make ____calls a day to my center of influence.	_____
13. Introduce myself to ____ new people a day.	_____
14. Call ____apartment dwellers a day.	_____

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Weekly Contact Plan to Reach Income Goal

	Weekly Plan	Weekly Actual
15. Knock on ____doors of apartment with a co-worker.		

FSBO'S

16. Call ____FSBOs		
17. Visit ____ FSBOs.		
18. Drop off documents to ____ FSBOs.		

OTHER SOURCES OF FACE TO FACE LEADS

19. Schedule ____ face to face with school superintendents.		
20. Schedule ____face to face with university personnel dept.		
21. Call or meet with ____ remodeling contractors.		
22. Schedule ____ face to face at car rental agency at airport.		
23. Meet ____ of your neighbors a day nearest to your home.		
24. Meet ____ area business employers/employees.		

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