**Goal - 48 Closings or More to work to Net over 150k+**

# Priority 1 – Sellers Take 32 Listings - To Close 24

Strategies

1. **Sphere- Implement NER for 500 people - make 10 calls a day.**
2. **Direct Seller Prospecting - Book 2 appointments a week.**
3. **Farming - Working 1600 homes with Farm Strategy with a 10% turn rate and a 30% market share will yield 50 Closings.**
4. **Open House - 24 people into Open Houses a month yield 2 Closings.**
5. **Facebook Marketing - 120 dollars a week combined with SmartPlans**

# Priority 2 – Find 32 Buyers - To Close 24

Strategies

1. **Sphere - Run NER**
2. **Open Houses**
3. **Facebook Accelerator**
4. **Vendors**
5. **Farming**

# Priority 3 – Education Required To fulfill

Strategies

1. **Career Visioning**
2. **KW Masterminds**
3. **Family Reunion**
4. **Mega Camp**
5. **MAPS Coaching**