

Goal - Moving from 24 to 36 Closings to work to Net over 120k

Priority 1 – Sellers Take 24 Listings - To Close 18

Strategies

1. Sphere- Implement NER for 360 people - make 6 calls a day.
2. Direct Seller Prospecting FSBO - 10 - 6 previews 3 listings - 80 appts 2 previews a week.
3. Farming- Meet 10 people a week in your farm. Get 5 surveys
4. Open House
5. Facebook Marketing - 30 dollars a week combined with SmartPlans



Priority 2 – Find 24 Buyers - To Close 18

Strategies

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



Priority 3 – Education Required To fulfill

Strategies

1. 36:12:3
2. Win With Buyers - Proficiencies in the Systems of Service
3. Win with Sellers - Proficiencies in the Systems of Service
4. BOLD - Enhance the mindset
5. Tax Strategies