Weekly 411

|  |
| --- |
| **4-1-1 ACTION GOAL WORKSHEET** |
| Name:  |
| **My Annual Goals 0-16 Closings – Net Over $50K** Year of \_\_\_\_\_\_\_ |
| **Job** | **Business** | **Personal Financial** | **Personal** |
| **Leads**1. Sphere-Implement NER
2. Direct Seller Prospecting FSBO
3. Farm
4. Open House
5. Facebook Marketing

**Appointments**Seller Takes 12 Listings to Close 8Find 12 Buyers to Close 8 |  |  |   |
| **My Monthly Goals** Month of \_\_\_\_\_\_ |
| **Job** | **Business** | **Personal Financial** | **Personal** |
| **Leads**1. Sphere-Implement NER for 160 people – make 3 calls day.
2. Direct Seller Prospecting FSB) – 2 previews a week, 1 listing taken.

**Appointments**Listing: \_\_\_\_\_\_\_\_\_Buyer: \_\_\_\_\_\_\_\_\_ |  |  |  |
| **My Weekly Goals**  |
| **Dates \_\_\_\_\_\_\_\_\_** | **Dates \_\_\_\_\_\_\_\_\_** | **Dates \_\_\_\_\_\_\_\_\_** | **Dates \_\_\_\_\_\_\_\_\_** |
| **Leads**1. Preview 2 properties
2. Add 40 to Have Met Database
3. Call 15 Have Mets
4. Write 5 Have Mets

**Appointments**1. Go on 1 listing appts
2. Go on 1 buyer appts
 | **Leads**1. Preview 2 properties
2. Add 40 to Have Met Database
3. Call 15 Have Mets
4. Write 5 Have Mets

**Appointments**1. Go on 1 listing appts
2. Go on 1 buyer appts
 | **Leads**1. Preview 2 properties
2. Add 40 to Have Met Database
3. Call 15 Have Mets
4. Write 5 Have Mets

**Appointments**1. Go on 1 listing appts
2. Go on 1 buyer appts
 | **Leads**1. Preview 2 properties
2. Add 40 to Have Met Database
3. Call 15 Have Mets
4. Write 5 Have Mets

**Appointments**1. Go on 1 listing appts
2. Go on 1 buyer appts
 |