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 8  Find 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 |