

**Goal - Moving from 0 to 16 Closings to work to Net over 50k**

# Priority 1 – Sellers Take 12 Listings - To Close 8

Strategies

1. **Sphere - Implement NER for 160 people - make 3 calls a day.**
2. **Direct Seller Prospecting FSBO - 2 previews a week 1 listing taken a month.**
3. **Farming - Meet 5 people a week in your farm. Get 3 surveys**
4. **Open House - Need 2 a month. 12 people per Open House for a total of 24. Should yield 2 Closings.**
5. **Facebook Marketing - 60 dollars a month combined with SmartPlans. 20 leads should yield 2 Closings.**

# Priority 2 – Find 12 Buyers - To Close 8

Strategies

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

# Priority 3 – Education Required To fulfill

Strategies

1. **Ignite - Yield a proficient capacity in all fundamental skills.**
2. **BOLD - Enhance the mindset**
3. **Profit Share Education**
4. **Strategic Planning Mastery 1-3-5/4-1-1**
5. **Time Blocking**