Weekly 411

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| **4-1-1 ACTION GOAL WORKSHEET** | | | |
| Name: | | | |
| **My Annual Goals 24-36 Closings – Net Over $120K** 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 24 Listings to Close 18  Find 24 Buyers to Close 18 |  |  |  |
| **My Monthly Goals** Month of \_\_\_\_\_\_ | | | |
| **Job** | **Business** | **Personal Financial** | **Personal** |
| **Leads**   1. Sphere-Implement NER for 360 people – make 6 calls day. 2. Direct Seller Prospecting FSB) – 6 previews a week, 3 listing taken.   **Appointments**  Listing: \_\_\_\_\_\_\_\_\_  Buyer: \_\_\_\_\_\_\_\_\_ |  |  |  |
| **My Weekly Goals** | | | |
| **Dates \_\_\_\_\_\_\_\_\_** | **Dates \_\_\_\_\_\_\_\_\_** | **Dates \_\_\_\_\_\_\_\_\_** | **Dates \_\_\_\_\_\_\_\_\_** |
| **Leads**   1. Preview 6 properties 2. Add 90 to Have Met Database 3. Call 30 Have Mets 4. Write 30 Have Mets   **Appointments**   1. Go on 3 listing appts 2. Go on 3 buyer appts | **Leads**   1. Preview 6 properties 2. Add 90 to Have Met Database 3. Call 30 Have Mets 4. Write 30 Have Mets   **Appointments**   1. Go on 3 listing appts 2. Go on 3 buyer appts | **Leads**   1. Preview 6 properties 2. Add 90 to Have Met Database 3. Call 30 Have Mets 4. Write 30 Have Mets   **Appointments**   1. Go on 3 listing appts 2. Go on 3 buyer appts | **Leads**   1. Preview 6 properties 2. Add 90 to Have Met Database 3. Call 30 Have Mets 4. Write 30 Have Mets   **Appointments**   1. Go on 3 listing appts 2. Go on 3 buyer appts |