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 18Find 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
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