Weekly 411

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| **4-1-1 ACTION GOAL WORKSHEET** |
| Name:  |
| **My Annual Goals 48+ Closings – Net Over $150K** 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 32 Listings to Close 24Find 32 Buyers to Close 24 |  |  |   |
| **My Monthly Goals** Month of \_\_\_\_\_\_ |
| **Job** | **Business** | **Personal Financial** | **Personal** |
| **Leads**1. Sphere-Implement NER for 500 people – make 10 calls day.
2. Direct Seller Prospecting FSBO – 2 appointments a week, 1 listing taken.

**Appointments**Listing: \_\_\_\_\_\_\_\_\_Buyer: \_\_\_\_\_\_\_\_\_ |  |  |  |
| **My Weekly Goals**  |
| **Dates \_\_\_\_\_\_\_\_\_** | **Dates \_\_\_\_\_\_\_\_\_** | **Dates \_\_\_\_\_\_\_\_\_** | **Dates \_\_\_\_\_\_\_\_\_** |
| **Leads**1. Preview 2 properties
2. Add 42 to Have Met Database
3. Call 50 Have Mets
4. Write 50 Have Mets

**Appointments**1. Go on 2 listing appts
2. Go on 2 buyer appts
 | **Leads**1. Preview 2 properties
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