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 24  Find 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 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 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 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 |