



**Next Best Thing Coaching
Six Month Calendar
At-A-Glance**

Week	Task #1	Task #2	Task #3	Task #4	Task #5	Task #6
1	Database organizing	Business card/email sig	Last 10 closing	Weekly tracking form	Goals sheet	Organizing coaching
2	Database organizing	Sales plan	Realtor Contact form	Weekly tracking form	Processing meeting	
3	Database Mailing (what is your name worth)	Realtor Calls	Realtor Contact form	Weekly tracking form	Becoming an expert	Social Media - LinkedIn
4	Increase database by 5	5 calls to database	Realtor Contact form	Prequal system-rule of 5	Value of time letter	Realtor Calls
5	Gathering testimonials	5 calls to database	Realtor planning mtg	1 Realtor lunch	Weekly Realtor calls	
6	Increase database by 5	5 calls to database	4 d's of organization	1 Realtor lunch	Prequal tracking form	Social Media - Facebook
7	Utilizing testimonials	Database mailing-coupon	Finish up 4 d's	1 Realtor lunch	Gettting involved	
8	Airhorn letter	Getting involved (cont)	Set up monthly mailing	Review goal sheet from week one and revise	5 magic words	
9	Realtor testimonial	TM - 15 min blocks	Website review	Post closing calls	2 question survey	Increase database by 5 names
10	Expectations	Review sales plan - wk 2	TM - Review 15 min.	Set goal x 15	Free report to referral partn	Other survey options
11	Monthly database mailing	TM - Eat that Frog	Asking for referrals	Second opinion lender	Seller letter	
12	Review goal sheet	TM - time blocking	Flexible letter to Realtors	Realtor Open House	Tips and tools	
13	Elim petty annoyances	No cost closing gift	Credit report letter	Post cl call for last month	Prequal tracking form	
14	Unproductive habits	Listing agent secrets	Guarantee in writing	Appraisal letter	No cost cl gift (cont.)	Increase database by 5 names
15	Monthly database mailing	Consider blogging	How to write a great letter	Email to Realtors - guar.	Thank you tips	What is your biggest Hurdle
16	Review goal sheet	Glove letter to Realtors	Divorce attorney market	Motivational Time	Realtor Open house	
17	FSBO strategies	Phone and deliver glove	Likeability	Post cl call for last month	New neighbor letter email to Realtors	Crisis Management
18	Fsbo packet out	Email Rltrs - New neigh	Increase database by 5 names	Deliver attry brochures	Manage your marketing money	

NOTE: Tasks subject to change without notice.
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19	Other monthly mailing ideas	Fsbo packet out	Review sales plan wk 10	Flow chart	Div atty follow up calls	Manage your savings
20	Review goal sheet	I get clients hooked on u	FSBO packet out	Email to Realtors - flow chart	Realtor Open house	
21	Post cl call for last month	Asst possibilities	Review prequal system	Ain't it awful club	Review Realtors. Remove and add. Send value of time	
22	Increase database by 5 names	Asst possibilities	Schedule a seminar	Realtor Open House	Vacation planning	
23	Monthly database mailing	4 d's of organization	Buy vs rent seminar	Free report to ref partners	Processor meeting	Divorce Attorney follow up
24	Review goal sheet	Weekly e-mails to Relators	Plan seminar	Marketing Calendar	Realtor Open house	
25	Send airhorn to new realtors	Set up calendar for new Realtors	Post closing calls	Customer appreciation events	Other gift ideas	
26	Focusing forward	Review sales plan - wk 19	Asking for referrals	Cont. your success	Have your seminar	Increase database by 5 names

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