DAILY SUCCESS PLAN

MONDAY - PRIORITY PROSPECTING

9-11: 2 hours of prospecting

TARGET PROSPECTS

- Expired Listings
- FSBO
- Neighbors of new listings
- Internet Leads



Referral Partners

- 1. Loan Officers
- 2. Builders
- 3. Title Companies
- 4. Photographers
- 5. Stagers
- **6. Insurance Agents**
- 7. Home Inspectors
- 8. Electricians
- 9. Plumbers
- 10. CPAs
- 11. Probate Attorneys
- 12. Divorce Attorneys



Call and ask for referrals!

DAILY SUCCESS PLAN TUESDAY - UPDATES

9-11: 2 hours providing updates to sellers & buyers

Sellers

- TRANSACTION STATUS
- CONTRACT DEADLINES
- POSSIBLE ADDENDUMS
- INSPECTION REPAIR STATUS
- APPRAISAL UPDATES
- CHECK ON COMMUNICATION WITH CLOSING AGENT

Buyers

- TRANSACTION STATUS
- CONTRACT DEADLINES
- POSSIBLE ADDENDUMS
- INSPECTION UPDATES
- APPRAISAL

Ask For The Referral & Review

"Do you have any friends, family, or co-workers that are looking to buy or sell in the near future?"

"Is there anything that would prevent you from giving me a 5-star review?"



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DAILY SUCCESS PLAN WEDNESDAY - PAST CLIENTS

9-11: 2 hours of prospecting past client database

Take 2 letters of the alphabet to create your list using last names



Example:

Week 1 last name A and B Week 2 last name C and D so on...

CALL SCRIPT

- Remind them who you are and what business you did together
- Ask how they are doing
- Thank them for being a client and ask how everything is going with their house
- CTA (Call-To-Action) Do you have any friends, family, or coworkers that might be looking to buy or sell in the near future?

EXTRA OUTREACH

5 Handwritten Notes Per Week

(birthdays, home anniversaries, etc.)





DAILY SUCCESS PLAN THURSDAY Pre-Approved and Looking

9-11: 2 Hours of calling your pre-approvals

- Re-connect with your pre-approved and lookings
- Confirm appointments for the weekend
- Keep them motivated / Future Cast

Ask for Referrals

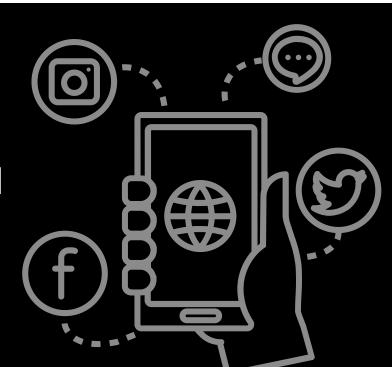
"Do you have any friends, family, or co-workers that are looking to buy or sell in the near future?"



DAILY SUCCESS PLAN FRIDAY SPHERE OF INFLUENCE

9-11: Marketing strategies to your sphere of influence

- Facebook/Instagram Paid Ads
- Weekly Video Tip on Social Media
- Tik-Tok Video



Content Ideas

- Give the most frequently asked question and answer
- Share a checklist for buyers
- Did You Know? (definition of a Real Estate term)
- Current Market Trends
- Share Client Testimonials
- Photos of Home Buyer's Transactions



DOWN TO BUSINESS

DAILY 13 "Hellos" Per Day

Sellers | Buyers | Past Clients | Referral Partners | Sphere Of Influence | Contract Updates | Prospects

DAILY 5 Personal Notes Per Day

Birthdays | Home Anniversaries | Thank You | Just Because

WEEKLY 3 In Persons/Pop Bys Per Week

Showing Properties | Builder Visits | Past Client Visits | Community Events

WEEKLY 3 Per Week Contracts or Listings Sellers | Buyers

WEEKLY 1 Per Week Video Tip

Sphere of Influence

MONTHLY 1 Per Month Event Hosted Happy Hour | Appreciation Dinner | Holiday