

Make it a Good Day

DAILY TRACKER

AB
OR

MY TOP PROJECTS

#ProTip: Writing down your goals makes it more likely that you will achieve them!

1. _____
2. _____
3. _____

LEAD GENERATION

The 25/15/5 Rule is a doable way to prospect without it becoming overwhelming. Every week, make 25 phone calls, 15 touches (emails, direct mail, etc.) and 5 appointments – and then break that down daily. The trick is being consistent!



Phone Calls

- _____
- _____
- _____
- _____
- _____



Touches

- _____
- _____
- _____



Appointment

- _____

Next Steps

SOCIAL MEDIA CHECKLIST

- Reply to comments and messages.
- Post a link or a tip that's of value to clients.
- Like, share, and comment on other people's posts.

"Success doesn't come from what you do occasionally. It comes from what you do consistently."

- Marie Forlea