



THE NINJA 気

DAILY

1. Gratitudes
2. Show up! People who show up earn more.
3. Write two personal notes (or more) per day.
4. Focus on my Hot List.
5. Focus on my Warm List.

WEEKLY

6. Make customer service calls using the five-step calling process.
7. Have two real estate reviews.
8. Have 50 live “interviews”.
9. Update my database and look for property matches.



BERKSHIRE HATHAWAY
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