

WEEKLY NINJA ROUTINE SHEET

A WAY TO TRACK YOUR ACTIVITIES AND SEE RESULTS, WEEKLY

THIS WEEK, I AM GRATEFUL FOR:

2 HOURS OF CUSTOMER SERVICE CALLS

Call all sellers, U/C buyers, active buyers, and closed customers
(once a month for one year) using 5-step calling process
(1-Salutation, 2-FORD, 3-Purpose, 4-FORD, 5-Thanks)

MY 2 SCHEDULED REAL ESTATE REVIEWS:

{unsolicited CMA's}

1.

2.

MY NOTECARDS THIS WEEK ARE GOING TO:

{thank you, congratulations, thinking of you}

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

MY HOT LIST

MY WARM LIST

50 LIVE "INTERVIEWS"

These could be in-person at the grocery store, inviting someone out for coffee, a customer service call, cold-calling – all you have to do is get 50! Need a "reason" to call? Reasons to call could be: Sellers – update, U/C Buyers – update, Active Buyers – update, Recent closed customers – do you need anything?, Referral Sources – thank-you and update on progress, Anniversaries – "Guess what we were doing seven years ago this week.", Birthdays, 8x8 system, Tickets and "give-aways", Annual market update (real estate review), "Haves and Wants", Thank-you, Congratulations, Thinking of You, and You

Were on My Mind

Added to my
client base

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client base

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