

Sample 12 Week Plans

12 week year

Sample Agent's Goals and Activities

Goal	Close 1000 jobs in one month
Task	Call 1000 jobs in one month
Time	10 hrs
Goal: Close 1000 jobs in one month	
Task	Call 1000 new representation leads of 1000 new leads to close within one 12 weeks
Time	each week
Task	Call a mix of 10 prospects per week to schedule
Time	each week
Task	Meeting and schedule a mix of leads
Time	each week
Task	Follow up on leads to ensure representation
Time	each week
Task	Follow up with prospects weekly to close
Time	each week
Task	Create sales marketing plan, to my real estate website
Time	each week
Task	Create leads weekly and determine if changes are needed to plan
Time	each week
Goal: Loss 10 lbs.	
Task	Take a healthy diet
Time	each week
Task	Call clients within a 1,000 m boundary
Time	each week
Task	Do 30 minutes of cardio 3 times/week
Time	each week
Task	Take 30 minute brisk walks
Time	each week
Task	Drink at least 8 glasses of water each day
Time	each week

12 week year

Bill Preston's Goals and Plan

Goal	Activities and production of 1000 jobs
Task	Call 1000 leads in one month
Time	each week
Goal: Activities and production of 1000 jobs	
Task	Follow up with 1000 leads in one month
Time	each week
Task	Follow up with 1000 leads weekly and twice a month & monthly
Time	each week
Task	Follow monthly marketing campaign with 1000 leads - 1 per week
Time	each week
Task	Create 10 new representation leads each week with new real estate
Time	each week
Task	Plan new and additional production and property leads in one month weekly
Time	each week
Goal: Continue 1000 PPG and New Leads	
Task	Find 1000 new leads - one week
Time	each week
Task	Follow up with leads weekly and update monthly
Time	each week
Task	Follow 1000 leads monthly and update monthly
Time	each week
Task	Find 1000 leads monthly for new leads each week and change
Time	each week
Task	Follow 1000 leads you want for additional revenue - each 1 week
Time	each week
Task	Identify at least 1000 leads you want from previous customers
Time	each week
Task	Follow 1000 leads you want from previous customers
Time	each week

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