

Sample 12 Week Plans

12 week year

Sample Agent's Goals and Plan

Goal: Clear \$100,000 in new business
Start: 10/1/10
End: 12/31/10

Goal: Clear \$100,000 in new business

Task	Due
20 new in-person representative calls of \$100,000 policy to clear within next 12 weeks	week 1
Call a list of 7 prospects per week to schedule meetings and schedule a sale of 100k	each wk
Conduct a minimum of 3 initial appointments per week	each wk
Follow up with prospects weekly to clear	each wk
Close sales meeting goals for my week & update weekly	each wk
Review weekly results and determine if changes are needed to plan	each wk

Goal: Lose 20 lbs.

Task	Due
Join a health club	week 1
Limit calorie intake to 1,200 or less/day	each wk
Do 20 minutes of cardio 3 times/week	each wk
Track with weight 3 times/week	each wk
Drink at least 4 glasses of water each day	each wk

12 WEEK YEAR

OCTOBER 1, 2010 - DECEMBER 31, 2010
 GOALS AND ACTION PLAN FOR OCTOBER 12, 2010

Week 2 Plan for Tom

Save \$40,000 in Q3

- Take 2 clients to breakfast/lunch each week
- Call 10 past clients and ask for a referral
- Send out 5 hand written notes each week
- Develop letter to promote selling home
- Target a neighborhood and send letters
- Call 10 home owners to discuss opportunity
- Conduct Open House at least 2 times
- Post on social media Friday

Weight 180 lbs.

- Take sugar foods daily
- Drink food intake daily on 1000 app
- Workout daily
- Drink 8oz water each day
- Weight every Mon. at 7 am

12 week year

Bill Preston's Goals and Plan

Goal: Achieve and produce of \$100,000
Start: 10/1/10
End: 12/31/10

Goal: Achieve and produce of \$100,000

Task	Due	Start	End	Completed
Develop and produce 10 Work Plans	Week 1	Week 1	Week 12	Completed Week 1
Meet with 10 new top advisors weekly and review Business & Goals	each wk	Week 1	Week 12	
Conduct weekly marketing review with all top advisors - 1 per week	each wk	Week 1	Week 12	
Conduct 1 new lead appointment each week with top top advisors	each wk	Week 1	Week 12	
Follow new and established producers and program leaders 10 Work Plans weekly	each wk	Week 1	Week 12	

Goal: Lose 20 lbs. and live 2 new habits

Task	Due	Start	End	Completed
Meet with 2 CFO's each week - one 1 production presentation	each wk	Week 1	Week 12	
Develop 1 marketing meeting and update weekly	each wk	Week 1	Week 12	
Post 10 marketing notes on social media each week and online	each wk	Week 1	Week 12	
Meet with 7 advisors per week for marketing materials - one 1 hour	each wk	Week 1	Week 12	
Weekly 10 min 1 marketing per week direct personal observations	each wk	Week 1	Week 12	
Schedule 1 new appointment per week, outside of hour 1	each wk	Week 1	Week 12	

12 Week Year Study Guide Moran

**A. Trevor Thrall, Brian P.
Moran, Michael Lennington**

12 Week Year Study Guide Moran:

This book delves into 12 Week Year Study Guide Moran. 12 Week Year Study Guide Moran is a crucial topic that must be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into 12 Week Year Study Guide Moran, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:

- Chapter 1: Introduction to 12 Week Year Study Guide Moran
- Chapter 2: Essential Elements of 12 Week Year Study Guide Moran
- Chapter 3: 12 Week Year Study Guide Moran in Everyday Life
- Chapter 4: 12 Week Year Study Guide Moran in Specific Contexts
- Chapter 5: Conclusion

2. In chapter 1, the author will provide an overview of 12 Week Year Study Guide Moran. This chapter will explore what 12 Week Year Study Guide Moran is, why 12 Week Year Study Guide Moran is vital, and how to effectively learn about 12 Week Year Study Guide Moran.

3. In chapter 2, the author will delve into the foundational concepts of 12 Week Year Study Guide Moran. The second chapter will elucidate the essential principles that need to be understood to grasp 12 Week Year Study Guide Moran in its entirety.

4. In chapter 3, this book will examine the practical applications of 12 Week Year Study Guide Moran in daily life. This chapter will showcase real-world examples of how 12 Week Year Study Guide Moran can be effectively utilized in everyday scenarios.

5. In chapter 4, the author will scrutinize the relevance of 12 Week Year Study Guide Moran in specific contexts. The fourth chapter will explore how 12 Week Year Study Guide Moran is applied in specialized fields, such as education, business, and technology.

6. In chapter 5, this book will draw a conclusion about 12 Week Year Study Guide Moran. This chapter will summarize the key points that have been discussed throughout the book.

The book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of 12 Week Year Study Guide Moran.

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