

12 week year

12 WEEK PLAN FOR TOM PRESTON
OCTOBER 5, 2020 - DECEMBER 27, 2020

Individual Plan

Earn \$40,000 in GCI

- Take 2 clients to breakfast/lunch each week
Due: Every Week
- Call 10 past clients and ask for a referral
Due: Every Week
- Send out 5 hand written notes each week
Due: Every Week
- Send out "item of value" the first week of each month
Due: Weeks 1, 5, 9
- Call 10 home owners to discuss opportune time to sell
Due: Every Week
- Post on social media 1/day
Due: Every Week
- Target a neighborhood and send 50 letters/wk
Due: Every Week
- Develop letter to promote selling home
Due: Every Week
- Conduct Open House at least 2 mo
Due: Weeks 2, 4, 6, 8, 10, 12