ROARING AGENTS

Monthly Planning Sheet

MONTH

Turn the year into a clear focus for this month.

The goal and the why

The goal is the outcome. The why is what makes the work worth doing.

My goal for the year

The life that goal gets me

Commitments

What I control.

THE WORK I WILL DO	PER WEEK	THIS MONTH
People I talk to about real estate		
Hours on lead generation		

Outcomes

What I'm aiming for.

THE RESULT	PLAN	ACTUAL
Appointments		
Contracts written		
Closings		
Income		

My lead gen paths this month

Pick two and do them well.

Open House | Sphere | Networking | Cold Calls | Social Media | Online Ads

The one thing

If only one thing gets done this month, it is:

Week by week

One focus per week beats five.

WEEK	DATES	FOCUS FOR THE WEEK
Week 1		
Week 2		
Week 3		
Week 4		
Week 5		

Dates to protect

Open houses, events, family, time off.

End of month check-in

If something isn't working, change the plan now. Don't wait for January.

What worked

What didn't

What I'm changing next month