



"DOLLAR PRODUCTIVE ACTIVITIES FOR WINNERS"

DEFINITION: DOLLAR PRODUCTIVE ACTIVITY- A CONVERSATION (IDEALLY FACE-TO-FACE) WITH A BUYER, SELLER, INVESTOR, OR HUMAN BEING THAT CAN CONNECT YOU TO A BUYER, SELLER, OR INVESTOR

WINNERS REGIMEN

MONDAY-THURSDAY

6AM-7:30AM: WAKE UP, GRATITUDE SESSION, 30 MINUTES OF EXERCISE.

7:30-8AM: PERSONAL DEVELOPMENT TIME (VIDEO, PODCAST, BOOK, ETC.)

8-10AM POWER PROSPECTING: CALL NEW CLIENTS, FIND NEW CLIENTS, SET UP APPOINTMENTS:
(IF YOU HAVE TEN CONVERSATIONS A DAY YOU CANNOT FAIL.)

DPA PROSPECTING ACTIVITIES:

1. CALLING YOUR LEADS (FROM ALL SOURCES)
2. CALLING YOUR ORGANIZED SPHERE OF INFLUENCE LIST (SEE LAUNCH BOOK)
3. GREEN LIGHT SOCIAL MEDIA STRATEGY (SEE LAUNCH BOOK)

10-10:30AM: INPUT NOTES ON YOUR CONVERSATIONS AND MAKE SURE ALL YOUR APPOINTMENTS ARE SET IN YOUR CALENDAR.

10:30AM TO 3:30PM:
MEET PEOPLE FACE TO FACE!!!

1. APPOINTMENTS WITH CLIENTS
2. SHOWING PROPERTIES.
3. DOOR KNOCKING.
4. VISITING A BUILDER.
5. ATTEND A NETWORKING EVENT!!! OF ANY KIND!

4-6:30PM POWER PROSPECTING: CALL NEW CLIENTS, FIND NEW CLIENTS, SET UP APPOINTMENTS:
(IF YOU HAVE TEN CONVERSATIONS A DAY YOU CANNOT FAIL.)

DPA PROSPECTING ACTIVITIES:

- CALLING YOUR LEADS (FROM ALL SOURCES)
- CALLING YOUR ORGANIZED SPHERE OF INFLUENCE LIST (SEE LAUNCH BOOK WEEK 1)
- GREEN LIGHT SOCIAL MEDIA STRATEGY (SEE LAUNCH BOOK WEEK 3)

FOLLOW-UP FRIDAY

FOLLOW UP WITH EVERYONE YOU'VE HAD CONTACT WITH!

THE TWO SECRETS TO THIS ARE:

1. MAKE YOUR FOLLOW UP PERSONAL: THIS IS WHY YOU FOCUS ON BEING AN ACTIVE LISTENER AND TAKE GOOD NOTES.
2. ADD VALUE...DON'T MAKE THIS A PURELY SALES ORIENTED FOLLOW UP.

WAYS TO FOLLOW UP:

1. CALL
2. BOMBOMB TEXT OR VIDEO TEXT
3. BOMBOMB EMAIL OR VIDEO EMAIL
4. VISIT THEM IF POSSIBLE.

WEEKEND WARRIOR

WEEKEND WORK GOES A LONG WAY!

SATURDAY 10-12PM: THIS IS AN INCREDIBLE TIME TO PROSPECT. PEOPLE ARE CHILLING AT HOME BEFORE THEY START THEIR SATURDAY ACTIVITIES.

SATURDAY ALL DAY: OPEN HOUSES, THIS IS THE STRONGEST AND MOST EFFICIENT WAY TO MEET PEOPLE FACE TO FACE.

SUNDAY ALL DAY: OPEN HOUSES!

SUNDAY: THIS IS A GOOD TIME TO CONFIRM APPOINTMENTS FOR THE COMING WEEK AND SET GOALS FOR THE COMING WEEK!

Launch Book can be found at JoinTDP.com/Launch