

# REAL ESTATE FAST TRACK

## Weekly Tracker

### 5 Database Calls / Week

Call 5 people per week and ask for a referral

Who did you have a conversation with?	Received Referral
	<input type="checkbox"/>
	<input type="checkbox"/>
	<input type="checkbox"/>
	<input type="checkbox"/>
	<input type="checkbox"/>

#### Buyer Contacts

Who did you talk to about buying?

#### Seller Contacts

Who did you talk to about selling?


### 3 Notes / Day

You can write notes to anyone, especially people you called, popped-in, or any special occasion.

<input type="checkbox"/>
<input type="checkbox"/>
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### 3 Additions / Week

Grade this Prospect  
 A=0 - 45 Days  
 B = 45 - 90 Days  
 C = 90+ Days  
 DB = Database Addition

Name	Grade

### Open House

Shoot for at least 2 opens a month.

<input type="checkbox"/>
<input type="checkbox"/>

#### Coffee with a Client

Have a face-to-face get together with a client.

<input type="checkbox"/>
<input type="checkbox"/>

#### Buyers Contracts

Offers written


#### Buyers Appt's

Showings/Consults


### 4 Merry Pop-ins / Week

Start with your best people!

<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

#### B-to-B lunch

Grab lunch with another business partner to build a referral network.

<input type="checkbox"/>
<input type="checkbox"/>

#### Listing Contracts

Listings Written



#### Listing Appt's


#### Buyers Sold

Buyer side closing

#### Listing Sold

Seller side closing


 **abundant** What extra mile service did you do this week?

<p>How to Have a Successful Day</p> <p>Follow these priorities to maximize your time.</p> <ul style="list-style-type: none"> <li>1. Handle Closings</li> <li>2. Manage a transaction</li> <li>3. Presentation or Showings</li> <li>4. Prospecting (2 hrs)</li> </ul>	<p>This Year's Income Goal</p>	<p>What are your Lead Sources?</p>
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