

# 90 DAY PLANNER

Curiosity x [Competence + Congruence + Connection] = **CONFIDENCE**

What is the one thing you will bring with you into 2024? \_\_\_\_\_

One thing I will stop doing in 2024? \_\_\_\_\_

**90 Day** GCI Goal \_\_\_\_\_ % of Listings \_\_\_\_\_ Average Price Point Goal \_\_\_\_\_

**90 Day** Units Goal \_\_\_\_\_ % of Buyers \_\_\_\_\_

**Check 1-3 items from each category below to implement in the next 90 days and star the items you have already mastered.**

## COMPETENCE

Click once for ✓ and twice for ★.

- Study the market for one-hour weekly
- Weekly office meetings & training opportunities Read Daily
- Knowing your #'s: use of stats to show the story
- Accountability/collab with peers
- Hire a coach
- Clean database 1 hour weekly
- CMA builder / tool - Moxi Present
- Windermere Bridge Loan
- Windermere Ready
- Listen to a book or podcast daily
- Open house prep
- Tour weekly
- Windermere U orientation
- Other: \_\_\_\_\_

I know what to do and how to add value here (or I believe in my ability to figure things out and I'm willing to go for it).

**SELF-ASSESS 1-10** \_\_\_\_\_ (10 highest)

## CONGRUENCE

Click once for ✓ and twice for ★.

- Review goals and plan 1 hour weekly
- Consistent morning &/or evening routine
- Review web/online presence
- Track & review hot/warm list daily
- Add \_\_\_\_\_ people to database each week
- Review life list
- Consistent time blocking / time management
- Tracking FLOW: weekly activities
- Review monthly marketing plan
- Review Buyer Packets
- Review Seller Packets
- Review Vendor List
- Ask for reviews
- Exercise \_\_\_\_\_ x per week
- \_\_\_\_\_ minute phone-free each evening
- Focus on transitions throughout the day
- Learning focused: read daily, listen to a book daily or podcast daily
- Windermere U 28-day challenge
- Other: \_\_\_\_\_

I know I'm living in alignment with the person I am and becoming.

**SELF-ASSESS 1-10** \_\_\_\_\_ (10 highest)

## CONNECTION

Click once for ✓ and twice for ★.

- 20 "LIVE" live contacts per week
- Deliver \_\_\_\_\_ unsolicited CMAs
- Weekly real estate reviews
- Make post-closing calls per week
- Make \_\_\_\_\_ birthday / congrats / "just thinking about you" calls per week
- Make \_\_\_\_\_ "the house down the street calls" per week
- Visit \_\_\_\_\_ clients per week (pop by's)
- Have \_\_\_\_\_ client coffees / lunch per week
- Make \_\_\_\_\_ social posts per week - be you!
- Host \_\_\_\_\_ open houses per week
- Write \_\_\_\_\_ personal notes each week
- Deliver monthly digital Newsletter
- Add \_\_\_\_\_ people to Neighborhood News
- Implement Homebot
- Just Listed / Sold Campaign
- Print Marketing Campaign
- 8x8 Campaign
- Attend \_\_\_\_\_ networking groups
- Host client event(s)
- Volunteer @ \_\_\_\_\_
- Other: \_\_\_\_\_

I know I do well with others, because I'm genuinely interested in learning about them and helping them.

**SELF-ASSESS 1-10** \_\_\_\_\_ (10 highest)

### Helpful prompts towards achieving the above areas of focus:

3 skills to develop for greater confidence: \_\_\_\_\_

Simple steps to gain these 3 skills: \_\_\_\_\_

Coaches, mentors or peers who can help: \_\_\_\_\_

powered by



**SIGNATURE:** \_\_\_\_\_

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