

# REALTOR® GREATNESS TRACKER

		Mon	Tues	Wed	Thurs	Fri	Weekend	Week Total
<b>Face to Face</b> <i>(Up to 5 people)</i>	1							12
	2							—
<b>Break Bread</b> <i>(In addition to F to F)</i>	1							4
<b>Great</b> <b>Phone</b> <b>Calls</b> <b>with</b> <b>Leads</b> <b>Referral Partners</b> <b>Past Clients</b> <b>Current Clients</b> <i>(Must ask for business or 1 referral)</i>	1							70
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							
	11							
	12							
<b>Events</b> <i>(Attend or host, 6+ppl)</i>								2 Per Month
<b>Videos</b> <b>500</b>								500
<b>Theme Day Calls</b>		Called 15 of Top 50 VIPs Yes    No	Called Tuesday Updates Yes    No	Called Hot and Old Leads Yes    No	Called 30 Past Clients Yes    No	Called 10 New BP/BLDRS Yes    No		
<b>Thank You Cards</b> <i>(10 can be birthday cards)</i>	1							20
	2							
	3							
	4							
<b>Leads</b> <i>(Non-internet)</i>	1							15
	2							—
<b>Listing Contract</b>	L:							
<b>Purchase Agreement</b>	B:							

Weekly metrics are subject to change, based on market trends. For that reason, please reach out to The CORE and update your Greatness Tracker every 6 months.