

REALTOR® Greatness Tracker

		Mon	Tues	Wed	Thurs	Fri	weekend	week total
Face to Face <i>(up to 5 people)</i>	1							12
	2							0
Break Bread <i>(in addition to F to F)</i>	1							4
Great Phone Calls <i>with</i> Leads Referral Partners Past Clients Current Clients <i>(must ask for business or 1 referral)</i>	1							70
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							
	11							
	12							
	13							
Events <i>(attend or host, 6+ppl)</i>	1							2 per month
Videos 500	1							500
Theme Day Calls	1	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		
Thank You Cards <i>(10 can be birthday cards)</i>	1							20
	2							
	3							
	4							
Leads <i>(non-internet)</i>	1							15
	2							0
Listing Contract	L:							
Purchase Agreement	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.