

Place. **P** + M.A.R.K

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
M MINDSET	TODAY is about making high energy calls whilst setting the direction of a week based on frequency and productivity.	TODAY is about conversion. We miss 100% of the shots we don't take.	TODAY is about getting more done. An opportunity to do deeper work, avoiding distractions from your preferred location of productivity.	TODAY is about professional development and leveraging from the structure of your week.	TODAY is about finishing the M-F section of the week completing unfinished work or targets before Saturday in the field.	TODAY is game day, the best of you, an opportunity to give high level client experiences in the field.
A ACTIVITY	<ul style="list-style-type: none"> - Call backs - Generating offers - Finalising contracts - Set - BAPS, MAPS and LAPS - Form 6 - re appointment - Pricing alignments - Process elevation (top offer / auction) - Marketing upgrades 	<ul style="list-style-type: none"> - Generating offers - Finalising contracts - Set - BAPS, MAPS and LAPS - Top offer closures - Mid week opens 	<ul style="list-style-type: none"> - Do your dreads - Project upgrades - Anniversary calls - Leverage checklist calls - Missed opportunity calls - Unloved listing calls - Area drive calls - PD online calls 	<ul style="list-style-type: none"> - Professional development - Generating offers - Finalising contracts - Set and achieve BAPS, MAPS and LAPS - Mid week Auctions - Mid week opens 	<ul style="list-style-type: none"> - Must have buyer open calls - Current seller calls - Neighbour calls - Set BAPS, MAPS and LAPS 	<ul style="list-style-type: none"> - Open homes - On-site auctions - Set - BAPS, MAPS and LAPS - Post open texts and emails - Post open buyer and seller calls
R RHYTHMS	<ul style="list-style-type: none"> - Your team Monday and Tuesday activity meeting - Principal escalation calls to buyers and sellers - AM is in office - PM is in the field 	<ul style="list-style-type: none"> - AM is in office - PM is in the field - 4pm - Top offer closure day - 5pm - Mid week opens 	<ul style="list-style-type: none"> - Your team Wednesday and Thursday activity meeting 	<ul style="list-style-type: none"> - AM is in office - PM is in the field - 5pm Mid week opens - 5:30pm - Mid week Auctions (in rooms or on site) 	<ul style="list-style-type: none"> - Your team Friday and Saturday activity meeting - Principal / Auctioneer to conduct escalation calls - AM is in office - PM is in the field 	<ul style="list-style-type: none"> - 9am-5pm Scheduled appointments and phone work - Principal / Auctioneer to conduct escalation calls.
K KPI (ACTIVITY OUTCOMES)	<ul style="list-style-type: none"> - Offers taken - Contracts accepted - Listings won and re won - Price alignments - Process / Marketing upgrades - BAPS, MAPS and LAPS - Connects 	<ul style="list-style-type: none"> - Offers taken - Contracts accepted - Listings won - Buyers met - BAPS, MAPS and LAPS - Connects 	<ul style="list-style-type: none"> - Upgrades commenced / completed - BAPS, MAPS and LAPS - Connects 	<ul style="list-style-type: none"> - Offers taken - Contracts accepted - Listings won - BAPS, MAPS and LAPS - Connects 	<ul style="list-style-type: none"> - Buyer calls - Seller calls - Neighbour calls - Offers taken - Contracts accepted - Listings won - BAPS, MAPS and LAPS - Connects 	<ul style="list-style-type: none"> - Buyers and bidders met - Offers taken - Contracts accepted - Listings won - BAPS, MAPS and LAPS - Connects

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MONDAY CURRENT WORK

M
MINDSET

TODAY is about making high energy calls whilst setting the direction of a week based on frequency and productivity.

A
ACTIVITY

- Call backs
- Generating offers
- Finalising contracts
- Set - BAPS, MAPS and LAPS
- Form 6 - re appointment
- Pricing alignments
- Process elevation (top offer / auction)
- Marketing upgrades

R
RHYTHMS

- Your team Monday and Tuesday activity meeting
- Principal escalation calls to buyers and sellers
- AM is in office
- PM is in the field

K
KPI (ACTIVITY OUTCOMES)

ACTIVITY	TARGETS	ACTUAL
Offers taken		
Contracts accepted		
Listings won and re won		
Price alignments		
Process / Marketing upgrades		
BAPS, MAPS and LAPS		
Connects		

TUESDAY **CURRENT WORK**

M
MINDSET

TODAY is about conversion. We miss 100% of the shots we don't take.

A
ACTIVITY

- Generating offers
 - Finalising contracts
 - Set - BAPS, MAPS and LAPS
 - Top offer closures
 - Mid week opens
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R
RHYTHMS

- AM is in office
 - PM is in the field
 - 4pm - Top offer closure day
 - 5pm - Mid week opens
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K
KPI (ACTIVITY OUTCOMES)

ACTIVITY	TARGETS	ACTUAL
Offers taken		
Contracts accepted		
Listings won		
Buyers met		
BAPS, MAPS and LAPS		
Connects		

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WEDNESDAY **FUTURE WORK**

M
MINDSET

TODAY is about getting more done. An opportunity to do deeper work, avoiding distractions from your preferred location of productivity.

A
ACTIVITY

- Do your dreads
 - Project upgrades
 - Anniversary calls
 - Leverage checklist calls
 - Missed opportunity calls
 - Unloved listing calls
 - Area drive calls
 - PD online calls
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R
RHYTHMS

- Your team Wednesday and Thursday activity meeting
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K
KPI (ACTIVITY OUTCOMES)

ACTIVITY	TARGETS	ACTUAL
Upgrades commenced / completed		
BAPS, MAPS and LAPS		
Connects		

THURSDAY **CURRENT WORK**

M
MINDSET

TODAY is about professional development and leveraging from the structure of your week.

A
ACTIVITY

- Professional development
 - Generating offers
 - Finalising contracts
 - Set and achieve BAPS, MAPS and LAPS
 - Mid week Auctions
 - Mid week opens
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R
RHYTHMS

- AM is in office
 - PM is in the field
 - 5pm Mid week opens
 - 5:30pm - Mid week Auctions (in rooms or on site)
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K
KPI (ACTIVITY OUTCOMES)

ACTIVITY	TARGETS	ACTUAL
Offers taken		
Contracts accepted		
Listings won		
BAPS, MAPS and LAPS		
Connects		

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FRIDAY CURRENT WORK

M
MINDSET

TODAY is about finishing the M-F section of the week completing unfinished work or targets before Saturday in the field.

A
ACTIVITY

- Must have buyer open calls
- Current seller calls
- Neighbour calls
- Set BAPS, MAPS and LAPS

R
RHYTHMS

- Your team Friday and Saturday activity meeting
- Principal / Auctioneer to conduct escalation calls
- AM is in office
- PM is in the field

K
KPI (ACTIVITY OUTCOMES)

ACTIVITY	TARGETS	ACTUAL
Buyer calls		
Seller calls		
Neighbour calls		
Offers taken		
Contracts accepted		
Listings won		
BAPS, MAPS and LAPS		
Connects		

SATURDAY GAME DAY

M
MINDSET

TODAY is game day, the best of you, an opportunity to give high level client experiences in the field.

A
ACTIVITY

- Open homes
 - On-site auctions
 - Set - BAPS, MAPS and LAPS
 - Post open texts and emails
 - Post open buyer and seller calls
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R
RHYTHMS

- 9am-5pm Scheduled appointments and phone work
 - Principal / Auctioneer to conduct escalation calls.
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K
KPI (ACTIVITY OUTCOMES)

ACTIVITY	TARGETS	ACTUAL
Buyers and bidders met		
Offers taken		
Contracts accepted		
Listings won		
BAPS, MAPS and LAPS		
Connects		