

## The Perfect Ninja Week

MON		TUE		WED		THU		FRI		SAT/SUN	
7:00 AM											
7:30 AM	Exercise	Exercise		Exercise		Exercise		Exercise			
8:00 AM	Get ready for day	Get ready for day		Get ready for day		Get ready for day		Get ready for day			
8:30 AM	Write affirmations	Write affirmations		Write affirmations		Write affirmations		Write affirmations			
9:00 AM - 11:00 AM	Write 2 personal notes  Make 13 FORD calls, listen for change. Look for ways to add value.  Gather data for 2 real estate reviews. Call and set appointments to present each. Call all clients under contract.  Review Hot & Warm Lists for property matches on new listings. Make appts.	Sales Meeting & Tour	Write 2 personal notes  Make 13 FORD calls, listen for change. Look for ways to add value.  Pick Open House for the weekend. Gather neighborhood data, call seller to make sure house is "parade ready."  Review Hot & Warm Lists for property matches on new listings.	Write 2 personal notes  Make 13 FORD calls, listen for change. Look for ways to add value.  Review Hot & Warm Lists for property matches on new listings.  Call and schedule 2 lunches for next week.	Write 2 personal notes  Make 13 FORD calls, listen for change. Look for ways to add value.  Review Hot & Warm Lists for property matches on new listings.  Contact each of your sellers with update on new neighborhood listings. Call, DON'T text or email.	Write 2 personal notes  Make 13 FORD calls, listen for change. Look for ways to add value.  Review Hot & Warm Lists for property matches on new listings.  Contact each of your sellers with update on new neighborhood listings. Call, DON'T text or email.	Write 2 personal notes  Make 13 FORD calls, listen for change. Look for ways to add value.  Review Hot & Warm Lists for property matches on new listings.  Contact each of your sellers with update on new neighborhood listings. Call, DON'T text or email.	Write 2 personal notes  Make 13 FORD calls, listen for change. Look for ways to add value.  Review Hot & Warm Lists for property matches on new listings.  Contact each of your sellers with update on new neighborhood listings. Call, DON'T text or email.	Write 2 personal notes  Make 13 FORD calls, listen for change. Look for ways to add value.  Review Hot & Warm Lists for property matches on new listings.  Contact each of your sellers with update on new neighborhood listings. Call, DON'T text or email.	Write 2 personal notes  Make 13 FORD calls, listen for change. Look for ways to add value.  Review Hot & Warm Lists for property matches on new listings.  Contact each of your sellers with update on new neighborhood listings. Call, DON'T text or email.	Write 2 personal notes  Make 13 FORD calls, listen for change. Look for ways to add value.  Review Hot & Warm Lists for property matches on new listings.  Contact each of your sellers with update on new neighborhood listings. Call, DON'T text or email.
11:00 AM											
11:30 AM											
12:00 PM		Lunch with an A-list.				Lunch with an A-list.					Open House
12:30 PM											
1:00 PM											
1:30 PM											
2:00 PM											
2:30 PM											
3:00 PM				Present Real Estate Review	Present Real Estate Review						
3:30 PM											
4:00 PM											

23.75 hours left to work "in" your business, working a 40 hour week INCLUDING your Open House