

The Perfect Ninja Week

	MON	TUE	WED	THU	FRI	SAT/SUN
7:00 AM	Exercise	Exercise	Exercise	Exercise	Exercise	
7:30 AM						
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.	
11:00 AM		Lunch with an A-list.				
11:30 AM						
12:00 PM						
12:30 PM				Lunch with an A-list.		
1:00 PM						Open House
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