



If Found Please Contact:

Name:

Phone:

Email:

Address:

Year at a Glance

January

			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

February

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2	3	4	5	6	7	8
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March

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2	3	4	5	6	7	8
9	10	11	12	13	14	15
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April

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13	14	15	16	17	18	19	
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May

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18	19	20	21	22	23	24
25	26	27	28	29	30	31

June

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8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

Don't count the days. Make the days count.

July

		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

August

					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

September

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7	8	9	10	11	12	13	
14	15	16	17	18	19	20	
21	22	23	24	25	26	27	
28	29	30					

October

			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

November

						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

December

		1	2	3	4	5	6
7	8	9	10	11	12	13	
14	15	16	17	18	19	20	
21	22	23	24	25	26	27	
28	29	30	31				

2023 Review

MLS Volume	Net Earnings	Average Earning per Transaction	Average Sales Price	Number of Listings Closed	Number of Buyers Closed	Percentage of Listing Business
Listings Taken	Listings Pending	Listings Closed	Listings Ratio	Sales Written	Sales Closed	Sales Ratio
			Divide Your Closed Listings by Your Taken Listings			Divide Your Closed Sales by Your Sales Written

2024 Review

MLS Volume	Net Earnings	Average Earning per Transaction	Average Sales Price	Number of Listings Closed	Number of Buyers Closed	Percentage of Listing Business
Listings Taken	Listings Pending	Listings Closed	Listings Ratio	Sales Written	Sales Closed	Sales Ratio
			Divide Your Closed Listings by Your Taken Listings			Divide Your Closed Sales by Your Sales Written

2024 Business Sources Evaluation

Source	Number of Sales	Percentage of Business
Referral		
Repeat Client		
Relocation		
Sign		
Open House		
Direct Mail		
Floor Duty		
Internet		
Company Reputation		
Advertisement		
Paid Leads		
Misc.		

2025 Plan

	Total Goal	First Quarter Total	Second Quarter Total	Third Quarter Total	Fourth Quarter Total	Year Total
Income						
Average Earnings per Transaction						
Total Transactions Required To calculate, divide Income by Average Earnings per Transaction.						
Total Listing Closings Required To calculate, multiply Total Transactions Required by Percentage of Listing Business						
Total Buyers Closings Required To calculate, subtract Total Listing Closings Required from Total Transactions Required						
Total Taken Listings Required To calculate, subtract Total Listing Closings Required from Total Transactions Required						
Total Written Buyer Contracts Required To calculate, divide the Total Buyers Closings Required by Sales Closing Ratio						
Total Listing Appointments Required The average listing agents gets one out of two appointments. To calculate, multiply Total Taken Listings Required by two.						
Total Calls Required for Appointment Goals Studies show one out of every fifty-nine calls results in an appointment. To calculate, multiply Total Listing Appointments Required by fifty-nine						
Total Daily Calls Required To calculate, divide the Total Calls Required for Appointment Goals by 250, the number of week days excluding holidays in a calendar year						

Goal Planning

Which areas do you want to see improvement in?

Physical

Fitness, weight loss, etc.

Self Improvement

Hobbies, new skills, etc.

Financial

Save for something? Pay off debt?

Career

More listings? Continuing education?

Relationships

Family, Friends, Spouse, etc.

Fun

Take a trip? Get a pet?

Preview Only

S.M.A.R.T. Goals

What do you want? Why do you want it?
What could be in your way?

Specific

Be detailed in what you want. A specific goal has a greater chance of being achieved than a general statement.

Measurable

Give yourself hard numbers to compare to. No ifs, ands, or maybes about if you've made it or not.

Attainable

Something within your means of accomplishment.

Realistic

You want a challenge, not something impossible.

Time Sensitive

You can't run a marathon tomorrow, but you can start training for one. Pick a deadline and work towards it.

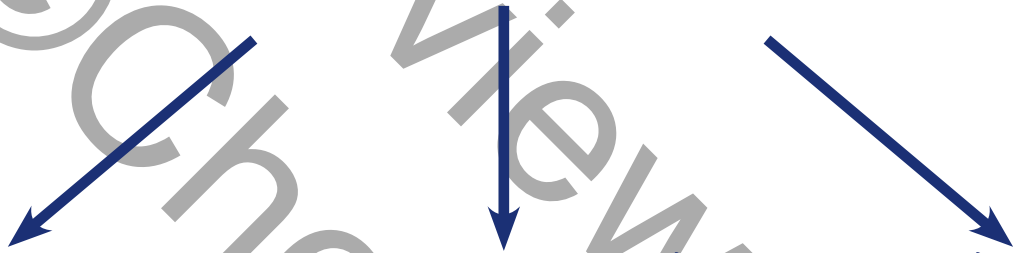
A goal without a plan is just a wish.

Goal:

Timeframe:

Why do you want this goal?

Big Goal



Mini Goals To Get To Big Goal

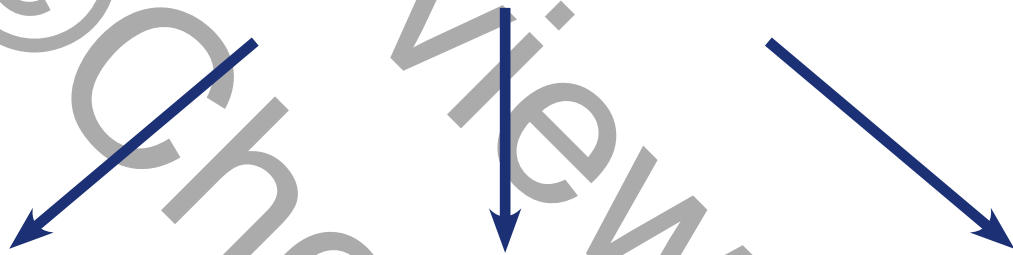


Action Steps

Goal:

Timeframe:

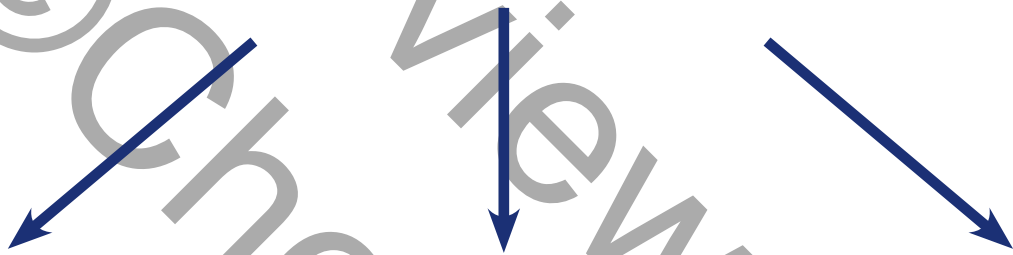
Why do you want this goal?



Goal:

Timeframe:

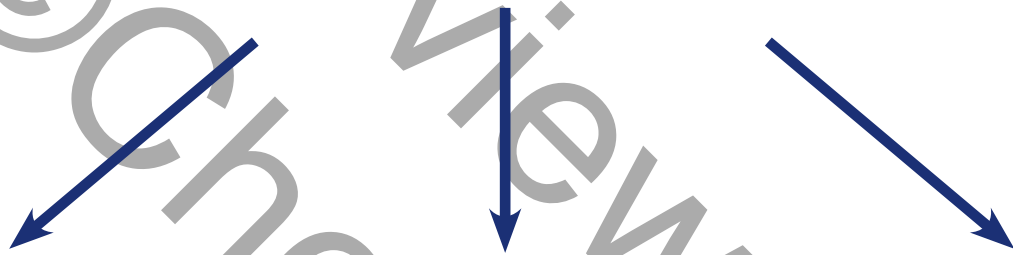
Why do you want this goal?



Goal:

Timeframe:

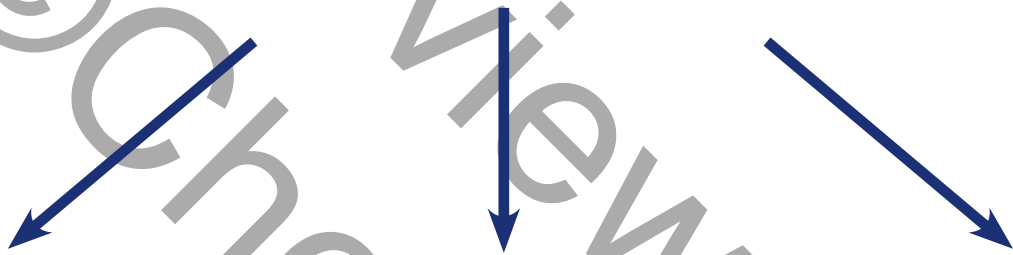
Why do you want this goal?



Goal:

Timeframe:

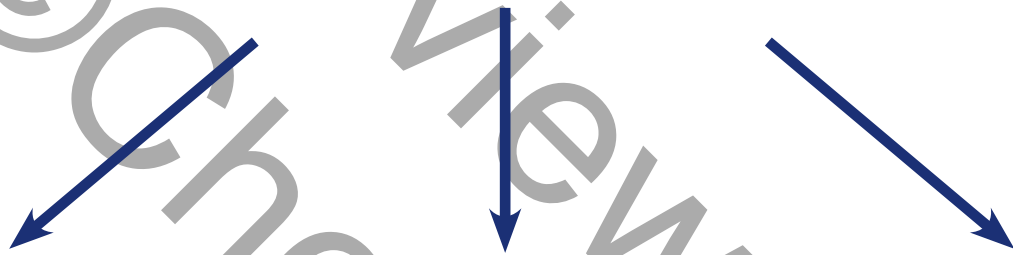
Why do you want this goal?



Goal:

Timeframe:

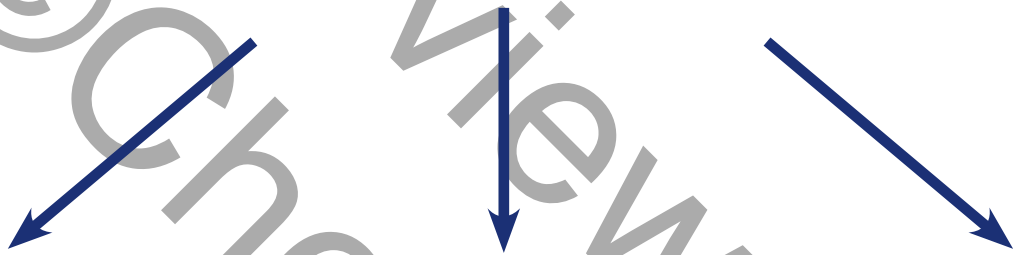
Why do you want this goal?



Goal:

Timeframe:

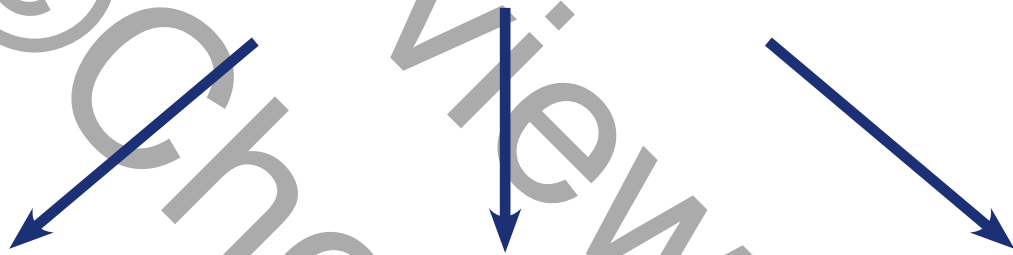
Why do you want this goal?



Goal:

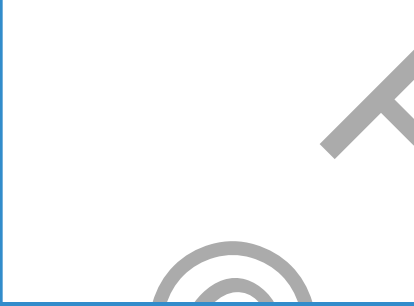
Timeframe:

Why do you want this goal?

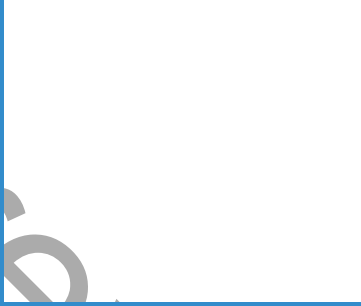


Annual Bills

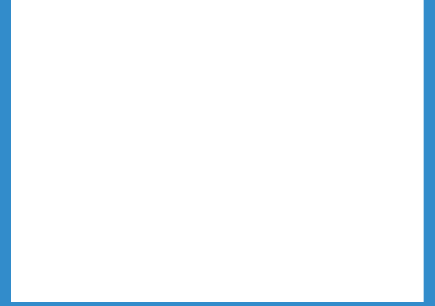
January



February



March



April



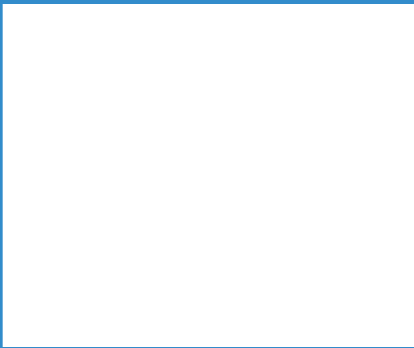
May



June



July



August



September



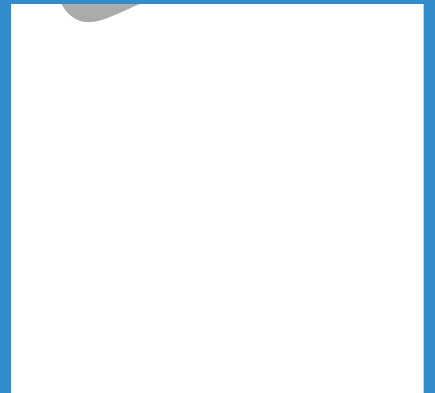
October



November



December



Monthly Bills

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Preview Only

Income Tracker

Date	Amount	Source	Notes

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 Preview

Waiting On

Date	Type	Sender	Notes	Delivered

© Chelsie as a Preview Only

January
This Month

Important Dates

To Do

Houseversaries

Events

Birthdays

© CC Preview

January

Holidays

- 1 New Year's
- 2 Ancestry Day
- 3 JRR Tolkien Day
- 4 National Trivia Day
- 5 National Bird Day
- 6 Three Kings Day
- 7 Bobblehead Day
- 8 Earth's Rotation Day
- 9 Word Nerd Day
- 10 Houseplant Appreciation
- 11 National Milk Day
- 12 Pharmacist Day
- 13 Rubber Ducky Day
- 14 Dress Up Your Pet
- 15 Hat Day
- 16 Good Teen Day
- 17 Customer Service Day
- 18 Winnie the Pooh Day
- 19 Popcorn Day
- 20 Martin Luther King Jr.
- 21 Hugging Day
- 22 Grandpa's Day
- 23 Handwriting Day
- 24 Compliment Day
- 25 Opposite Day
- 26 Spouses Day
- 27 Holocaust Remembrance Day
- 28 Lego Day
- 29 Puzzle Day
- 30 Croissant Day
- 31 Backward Day

Sunday

Monday

Tuesday

	5	6	7
	12	13	14
	19	20	21
	26	27	28

<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>	<i>Saturday</i>
1	2	3	4
8	9	10	11
15	16	17	18
22	23	24	25
29	30	31	

Habit Tracker

Wear nametag.

Write two personal notes.

Hand out business card.

Make five calls.

Check MLS Hotsheets.

Facebook Post.

Twitter Post.

Instagram Post.

YouTube Post.

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Preview Only

Checklist

- Pull up 2024 Real Estate Statistics of interest from the MLS and know the numbers.
- Refresh your Sphere of Influence.
- Update Facebook Business Page, LinkedIn, Twitter, Yelp, Realtor.com, Zillow, Trulia, Pinterest and YouTube.
- Update profile and photo on all public sites.
- Order 1,000 business cards with latest photo. Take new headshot if it is older than one year.
- Update your social media to include seasonal or themed photos.
- Buy quantity of blank note cards to last all year.
- Review Sphere of Influence birthdays and prepare cards for mailing.
- Attend at least one social function with Sphere of Influence members.
- Contact expired listings.
- Collect and call FSBOs.
- Ask for referrals and testimonials.
- Make contact with leads that have not done business with you.
- Send out online marketing.
- Attend at least three property tours.
- Hold at least three open houses and post them on social media.
- Follow up with open house attendees.
- Add ten people to your Sphere of Influence.
- Send mailing to Sphere of Influence.
- Send mailing to farm area.
- Share at least two blog articles.
- Take photos of clients with SOLD signs.
- Review and share local MLS sales and inventory statistics.
- Share testimonials on social media.
- Send online flyers to other agents and Sphere of Influence about your listings.
- Attend at least two classes.
- Read up on current real estate news.

December 29 - January 4

<i>Sunday December 29</i>	<i>Monday December 30</i>	<i>Tuesday December 31</i>	<i>Wednesday January 1</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday January 2</i>	<i>Friday January 3</i>	<i>Saturday January 4</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
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6 pm	6 pm	6 pm	
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7 pm	7 pm	7 pm	
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8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>January</i>						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

January 5 - January 11

<i>Sunday January 5</i>	<i>Monday January 6</i>	<i>Tuesday January 7</i>	<i>Wednesday January 8</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
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2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday January 9</i>	<i>Friday January 10</i>	<i>Saturday January 11</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
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5 pm	5 pm	5 pm	
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6:30	6:30	6:30	
7 pm	7 pm	7 pm	
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8 pm	8 pm	8 pm	
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Day	Day	Day	

Notes

<i>January</i>						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

January 12 - January 18

<i>Sunday January 12</i>	<i>Monday January 13</i>	<i>Tuesday January 14</i>	<i>Wednesday January 15</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
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2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday January 16</i>	<i>Friday January 17</i>	<i>Saturday January 18</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
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4 pm	4 pm	4 pm	
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6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>January</i>						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

January 19 - January 25

<i>Sunday January 19</i>	<i>Monday January 20</i>	<i>Tuesday January 21</i>	<i>Wednesday January 22</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
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Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday January 23</i>	<i>Friday January 24</i>	<i>Saturday January 25</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
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Day	Day	Day	

Notes

<i>January</i>						
S	M	T	W	T	F	S
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12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

January 26 - February 1

<i>Sunday January 26</i>	<i>Monday January 27</i>	<i>Tuesday January 28</i>	<i>Wednesday January 29</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
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Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday January 30</i>	<i>Friday January 31</i>	<i>Saturday February 1</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
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11 am	11 am	11 am	
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Notes

<i>January</i>						
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<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

What worked well this month?

What didn't work this month?

Where did I grow?

What could I have done better?

Biggest Challenges

Proudest Moments

Three Things I Learned

Three Things To Try Next

February
This Month

Important Dates

To Do

© CC Preview

Houseversaries

Events

Birthdays

© CC Preview

February

Holidays

- 1 Heroes' Day
- 2 Groundhog Day
- 3 Golden Retriever Day
- 4 World Cancer Day
- 5 Chocolate Fondue Day
- 6 Time to Talk Day
- 7 e-Day
- 8 Movie Day
- 9 Pizza Day
- 10 Umbrella Day
- 11 Super Bowl Sunday
- 12 Union Day
- 13 Galentine's Day
- 14 Valentine's Day
- 15 Singles Awareness Day
- 16 Almond Day
- 17 Presidents' Day
- 18 Drink Wine Day
- 19 Chocolate Mint
- 20 Leadership Day
- 21 Language Day
- 22 Be Humble Day
- 23 Dog Biscuit Day
- 24 Bartender Day
- 25 Quiet Day
- 26 Letter to an Elder Day
- 27 Pokemon Day
- 28 Pancake Day

Sunday

Monday

Tuesday

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	9	10	11
	16	17	18
	23	24	25

Wednesday

Thursday

Friday

Saturday

1

5

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12

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19

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21

22

26

27

28

Habit Tracker

- Wear nametag.
- Write two personal notes.
- Hand out business card.
- Make five calls.
- Check MLS Hotsheets.
- Facebook Post.
- Twitter Post.
- Instagram Post.
- YouTube Post.

- 1
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Preview Only

Checklist

- Update listing presentation and resume
- Have listing presentation ready to go in paper and tablet form.
- Create personal brochure or flyer to hand out. Print in quantity.
- Shred files from 2020, organize and store files from 2024.
- Record one minute video with a review of 2024 statistics.
- Review and organize all leads received in 2024.
- Prepare pre-listing packets to have on hand at all times.
- Review Sphere of Influence birthdays and prepare cards for mailing.
- Attend at least one social function with Sphere of Influence members.
- Contact expired listings.
- Collect and call FSBOs.
- Ask for referrals and testimonials.
- Make contact with leads that have not done business with you.
- Send out online marketing.
- Attend at least three property tours.
- Hold at least three open houses and post them on social media.
- Follow up with open house attendees.
- Add ten people to your Sphere of Influence.
- Send mailing to Sphere of Influence.
- Send mailing to farm area.
- Share at least two blog articles.
- Take photos of clients with SOLD signs.
- Review and share local MLS sales and inventory statistics.
- Share testimonials on social media.
- Send online flyers to other agents and Sphere of Influence about your listings.
- Attend at least two classes.
- Read up on current real estate news.

February 2 - February 8

<i>Sunday February 2</i>	<i>Monday February 3</i>	<i>Tuesday February 4</i>	<i>Wednesday February 5</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
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10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
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Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday February 6</i>	<i>Friday February 7</i>	<i>Saturday February 8</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
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Notes

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16	17	18	19	20	21	22
23	24	25	26	27	28	

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

February 9 - February 15

<i>Sunday February 9</i>	<i>Monday February 10</i>	<i>Tuesday February 11</i>	<i>Wednesday February 12</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
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Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday February 13</i>	<i>Friday February 14</i>	<i>Saturday February 15</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
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12 pm	12 pm	12 pm	
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2 pm	2 pm	2 pm	
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Notes

<i>February</i>						
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9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

February 16 - February 22

<i>Sunday February 16</i>	<i>Monday February 17</i>	<i>Tuesday February 18</i>	<i>Wednesday February 19</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
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12 pm	12 pm	12 pm	12 pm
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1 pm	1 pm	1 pm	1 pm
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2 pm	2 pm	2 pm	2 pm
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4 pm	4 pm	4 pm	4 pm
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5 pm	5 pm	5 pm	5 pm
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6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
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8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday February 20</i>	<i>Friday February 21</i>	<i>Saturday February 22</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
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Day	Day	Day	

Notes

<i>February</i>						
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2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

February 23 - March 1

<i>Sunday February 23</i>	<i>Monday February 24</i>	<i>Tuesday February 25</i>	<i>Wednesday February 26</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
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Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday February 27</i>	<i>Friday February 28</i>	<i>Saturday March 1</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
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11 am	11 am	11 am	
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Day	Day	Day	

Notes

<i>February</i>						
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<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

What worked well this month?

What didn't work this month?

Where did I grow?

What could I have done better?

Biggest Challenges

Proudest Moments

Three Things I Learned

Three Things To Try Next

March

Important Dates

This Month

To Do

© CC Preview

Houseversaries

Events

Birthdays

© CC Preview

Holidays

- 1 Compliment Day
- 2 Rescue Cat Day
- 3 World Wildlife Day
- 4 Fat Tuesday
- 5 Ash Wednesday
- 6 Oreo Cookie Day
- 7 Cereal Day
- 8 Women's Day
- 9 Daylight Savings
- 10 Napping Day
- 11 Promposal Day
- 12 Girl Scout Day
- 13 K9 Veterans Day
- 14 Pi Day
- 15 Ides of March
- 16 Panda Day
- 17 St. Patrick's Day
- 18 Awkward Moments Day
- 19 Certified Nurses Day
- 20 Spring Equinox
- 21 Poetry Day
- 22 World Water Day
- 23 Puppy Day
- 24 Cheesesteak Day
- 25 Waffle Day
- 26 Make Up Your Own Holiday
- 27 Scribble Day
- 28 Respect Your Cat Day
- 29 Mermaid Day
- 30 Doctors' Day
- 31 Crayon Day

March

Sunday Monday Tuesday

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	9	10	11
	16	17	18
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Wednesday

Thursday

Friday

Saturday

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Habit Tracker

Wear nametag.

Write two personal notes.

Hand out business card.

Make five calls.

Check MLS Hotsheets.

Facebook Post.

Twitter Post.

Instagram Post.

YouTube Post.

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Preview Only

Checklist

- Prepare a supply of buyer packets to have on hand.
- Prepare a supply of luxury listing packets to have on hand.
- Make a plan for personalized listing videos.
- Share listings on social media.
- Record one minute video with ideas for preparing a home for the spring season.
- Update your social media to include seasonal or themed photos.
- Look into non-profit events to sponsor.
- Review Sphere of Influence birthdays and prepare cards for mailing.
- Attend at least one social function with Sphere of Influence members.
- Contact expired listings.
- Collect and call FSBOs.
- Ask for referrals and testimonials.
- Make contact with leads that have not done business with you.
- Send out online marketing.
- Attend at least three property tours.
- Hold at least three open houses and post them on social media.
- Follow up with open house attendees.
- Add ten people to your Sphere of Influence.
- Send mailing to Sphere of Influence.
- Send mailing to farm area.
- Share at least two blog articles.
- Take photos of clients with SOLD signs.
- Review and share local MLS sales and inventory statistics.
- Share testimonials on social media.
- Send online flyers to other agents and Sphere of Influence about your listings.
- Attend at least two classes.
- Read up on current real estate news.

March 2 - March 8

<i>Sunday March 2</i>	<i>Monday March 3</i>	<i>Tuesday March 4</i>	<i>Wednesday March 5</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
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Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday March 6</i>	<i>Friday March 7</i>	<i>Saturday March 8</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
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Notes

<i>March</i>						
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<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

March 9 - March 15

<i>Sunday March 9</i>	<i>Monday March 10</i>	<i>Tuesday March 11</i>	<i>Wednesday March 12</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
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Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday March 13</i>	<i>Friday March 14</i>	<i>Saturday March 15</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>March</i>						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

March 16 - March 22

<i>Sunday March 16</i>	<i>Monday March 17</i>	<i>Tuesday March 18</i>	<i>Wednesday March 19</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday March 20</i>	<i>Friday March 21</i>	<i>Saturday March 22</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>March</i>						
S	M	T	W	T	F	S
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2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

March 23 - March 29

<i>Sunday March 23</i>	<i>Monday March 24</i>	<i>Tuesday March 25</i>	<i>Wednesday March 26</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday March 27</i>	<i>Friday March 28</i>	<i>Saturday March 29</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
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2 pm	2 pm	2 pm	
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3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
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5 pm	5 pm	5 pm	
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7 pm	7 pm	7 pm	
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Day	Day	Day	

Notes

<i>March</i>						
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2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

March 30 - April 5

<i>Sunday March 30</i>	<i>Monday March 31</i>	<i>Tuesday April 1</i>	<i>Wednesday April 2</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
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2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
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4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday April 3</i>	<i>Friday April 4</i>	<i>Saturday April 5</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
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2 pm	2 pm	2 pm	
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3 pm	3 pm	3 pm	
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4 pm	4 pm	4 pm	
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6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
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Day	Day	Day	

Notes

<i>April</i>						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

What worked well this month?

What didn't work this month?

Where did I grow?

What could I have done better?

Biggest Challenges

Proudest Moments

Three Things I Learned

Three Things To Try Next

April

Important Dates

This Month

To Do

© CC Preview

Houseversaries

Events

Birthdays

© CC Preview

Holidays

- 1 April Fools'
- 2 DIY Day
- 3 World Party Day
- 4 Tell a Lie Day
- 5 Deep Dish Pizza Day
- 6 Student-Athlete Day
- 7 No Housework Day
- 8 Zoo Lovers Day
- 9 Unicorn Day
- 10 Hug Your Dog Day
- 11 Pet Day
- 12 Only Child Day
- 13 Scrabble Day
- 14 Gardening Day
- 15 Tax Day
- 16 Librarian Day
- 17 Cheese Ball Day
- 18 Good Friday
- 19 Cat Lady Day
- 20 Easter
- 21 Tea Day
- 22 Earth Day
- 23 Picnic Day
- 24 Secretaries' Day
- 25 Telephone Day
- 26 Pretzel Day
- 27 Design Day
- 28 Pet Parents Day
- 29 Wish Day
- 30 Honesty Day

April

Sunday	Monday	Tuesday
		1
6	7	8
13	14	15
20	21	22
27	28	29

<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>	<i>Saturday</i>
2	3	4	5
9	10	11	12
16	17	18	19
23	24	25	26
30			

Habit Tracker

- Wear nametag.
- Write two personal notes.
- Hand out business card.
- Make five calls.
- Check MLS Hotsheets.
- Facebook Post.
- Twitter Post.
- Instagram Post.
- YouTube Post.

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10
- 11
- 12
- 13
- 14
- 15
- 16
- 17
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- 21
- 22
- 23
- 24
- 25
- 26
- 27
- 28
- 29
- 30

Preview Only

Checklist

- Participate in the Spring Open House Event.
- Make an informational video about the neighborhoods you farm.
- Post neighborhood video on social media.
- Share listings on social media.
- Record one minute video about 1st quarter statistics and share on social media.
- Review 1st quarter activity compared to goals.
- Review Sphere of Influence birthdays and prepare cards for mailing.
- Attend at least one social function with Sphere of Influence members.
- Contact expired listings.
- Collect and call FSBOs.
- Ask for referrals and testimonials.
- Make contact with leads that have not done business with you.
- Send out online marketing.
- Attend at least three property tours.
- Hold at least three open houses and post them on social media.
- Follow up with open house attendees.
- Add ten people to your Sphere of Influence.
- Send mailing to Sphere of Influence.
- Send mailing to farm area.
- Share at least two blog articles.
- Take photos of clients with SOLD signs.
- Review and share local MLS sales and inventory statistics.
- Share testimonials on social media.
- Send online flyers to other agents and Sphere of Influence about your listings.
- Attend at least two classes.
- Read up on current real estate news.

April 6 - April 12

<i>Sunday April 6</i>	<i>Monday April 7</i>	<i>Tuesday April 8</i>	<i>Wednesday April 9</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday April 10</i>	<i>Friday April 11</i>	<i>Saturday April 12</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
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3 pm	3 pm	3 pm	
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4 pm	4 pm	4 pm	
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6 pm	6 pm	6 pm	
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7 pm	7 pm	7 pm	
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8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>April</i>						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

April 13 - April 19

<i>Sunday April 13</i>	<i>Monday April 14</i>	<i>Tuesday April 15</i>	<i>Wednesday April 16</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday April 17</i>	<i>Friday April 18</i>	<i>Saturday April 19</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
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3 pm	3 pm	3 pm	
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4 pm	4 pm	4 pm	
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Day	Day	Day	

Notes

<i>April</i>						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

April 20 - April 26

<i>Sunday April 20</i>	<i>Monday April 21</i>	<i>Tuesday April 22</i>	<i>Wednesday April 23</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
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1 pm	1 pm	1 pm	1 pm
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2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
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4 pm	4 pm	4 pm	4 pm
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5 pm	5 pm	5 pm	5 pm
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6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday April 24</i>	<i>Friday April 25</i>	<i>Saturday April 26</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
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12 pm	12 pm	12 pm	
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4 pm	4 pm	4 pm	
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Day	Day	Day	

Notes

<i>April</i>						
S	M	T	W	T	F	S
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6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

April 27 - May 3

<i>Sunday April 27</i>	<i>Monday April 28</i>	<i>Tuesday April 29</i>	<i>Wednesday April 30</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
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1 pm	1 pm	1 pm	1 pm
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2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
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5 pm	5 pm	5 pm	5 pm
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7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday May 1</i>	<i>Friday May 2</i>	<i>Saturday May 3</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
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4 pm	4 pm	4 pm	
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7 pm	7 pm	7 pm	
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8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>April</i>						
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13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

What worked well this month?

What didn't work this month?

Where did I grow?

What could I have done better?

Biggest Challenges

Proudest Moments

Three Things I Learned

Three Things To Try Next

May
This Month

Important Dates

To Do

Houseversaries

Events

Birthdays

Holidays

- 1 May Day
- 2 Brothers and Sisters
- 3 Space Day
- 4 Star Wars Day
- 5 Cinco de Mayo
- 6 Nurses Day
- 7 Cosmopolitan Day
- 8 No Socks Day
- 9 Sleepover Day
- 10 Dog Mom's Day
- 11 Mother's Day
- 12 Limerick
- 13 Apple Pie Day
- 14 Do Dah Day
- 15 Family Day
- 16 Barbecue Day
- 17 Pack Rat Day
- 18 Armed Forces
- 19 Devil's Food Cake Day
- 20 Rescue Dog Day
- 21 Memo Day
- 22 Maritime Day
- 23 Lucky Penny Day
- 24 Brother's Day
- 25 Wine Day
- 26 Memorial Day
- 27 Sunscreen Day
- 28 Hamburger Day
- 29 Flip Flop Day
- 30 Mint Julep Day
- 31 Smile Day

May

Sunday

Monday

Tuesday

	Sunday	Monday	Tuesday
4		5	6
11		12	13
18		19	20
25		26	27

<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>	<i>Saturday</i>
	1	2	3
7	8	9	10
14	15	16	17
21	22	23	24
28	29	30	31

Habit Tracker

Wear nametag.

Write two personal notes.

Hand out business card.

Make five calls.

Check MLS Hotsheets.

Facebook Post.

Twitter Post.

Instagram Post.

YouTube Post.

- 1
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Preview Only

Checklist

- Watch social media for life changing events and participate in comments.
- Send graduation cards to kids and their parents.
- Record one minute video about listing now to sell before school starts.
- Post video on social media.
- Inventory sign riders, business cards, and other materials and order as needed.
- Look for big events to attend later in the year.
- Share listings on social media.
- Review Sphere of Influence birthdays and prepare cards for mailing.
- Attend at least one social function with Sphere of Influence members.
- Contact expired listings.
- Collect and call FSBOs.
- Ask for referrals and testimonials.
- Make contact with leads that have not done business with you.
- Send out online marketing.
- Attend at least three property tours.
- Hold at least three open houses and post them on social media.
- Follow up with open house attendees.
- Add ten people to your Sphere of Influence.
- Send mailing to Sphere of Influence.
- Send mailing to farm area.
- Share at least two blog articles.
- Take photos of clients with SOLD signs.
- Review and share local MLS sales and inventory statistics.
- Share testimonials on social media.
- Send online flyers to other agents and Sphere of Influence about your listings.
- Attend at least two classes.
- Read up on current real estate news.

May 4 - May 10

<i>Sunday May 4</i>	<i>Monday May 5</i>	<i>Tuesday May 6</i>	<i>Wednesday May 7</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
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2 pm	2 pm	2 pm	2 pm
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4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
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8 pm	8 pm	8 pm	8 pm
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Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday May 8</i>	<i>Friday May 9</i>	<i>Saturday May 10</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
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2 pm	2 pm	2 pm	
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3 pm	3 pm	3 pm	
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4 pm	4 pm	4 pm	
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5 pm	5 pm	5 pm	
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6 pm	6 pm	6 pm	
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Day	Day	Day	

Notes

<i>May</i>						
S	M	T	W	T	F	S
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4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

May 11 - May 17

<i>Sunday May 11</i>	<i>Monday May 12</i>	<i>Tuesday May 13</i>	<i>Wednesday May 14</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday May 15</i>	<i>Friday May 16</i>	<i>Saturday May 17</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
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2 pm	2 pm	2 pm	
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3 pm	3 pm	3 pm	
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4 pm	4 pm	4 pm	
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5 pm	5 pm	5 pm	
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6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
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8 pm	8 pm	8 pm	
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Day	Day	Day	

Notes

<i>May</i>						
S	M	T	W	T	F	S
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4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

May 18 - May 24

<i>Sunday May 18</i>	<i>Monday May 19</i>	<i>Tuesday May 20</i>	<i>Wednesday May 21</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday May 22</i>	<i>Friday May 23</i>	<i>Saturday May 24</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
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4 pm	4 pm	4 pm	
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7 pm	7 pm	7 pm	
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Day	Day	Day	

Notes

<i>May</i>						
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4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

May 25 - May 31

<i>Sunday May 25</i>	<i>Monday May 26</i>	<i>Tuesday May 27</i>	<i>Wednesday May 28</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
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Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday May 29</i>	<i>Friday May 30</i>	<i>Saturday May 31</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
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11 am	11 am	11 am	
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Notes

<i>May</i>						
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<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

What worked well this month?

What didn't work this month?

Where did I grow?

What could I have done better?

Biggest Challenges

Proudest Moments

Three Things I Learned

Three Things To Try Next

June

Important Dates

This Month

To Do

© CC Preview

Houseversaries

Events

Birthdays

© CC Preview

Holidays

- 1 Tabletop Day
- 2 Rocky Road Day
- 3 Cider Day
- 4 Corgi Day
- 5 Thank You Day
- 6 D-Day
- 7 Chocolate Ice Cream Day
- 8 Best Friends Day
- 9 Donald Duck Day
- 10 Iced Tea Day
- 11 Corn on the Cob Day
- 12 Peanut Butter Cookie Day
- 13 Weed Your Garden Day
- 14 Flag Day
- 15 Father's Day
- 16 Fudge Day
- 17 Mascot Day
- 18 Sushi Day
- 19 Juneteenth
- 20 Ice Cream Soda Day
- 21 Summer Solstice
- 22 Kissing Day
- 23 Pink Day
- 24 Farmer Day
- 25 Beatles Day
- 26 Beautician's Day
- 27 Bingo Day
- 28 Insurance Awareness Day
- 29 Hug Holiday
- 30 Log Cabin Day

June

Sunday	Monday	Tuesday
1	2	3
8	9	10
15	16	17
22	23	24
29	30	

<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>	<i>Saturday</i>
4	5	6	7
11	12	13	14
18	19	20	21
25	26	27	28

Habit Tracker

Wear nametag.

Write two personal notes.

Hand out business card.

Make five calls.

Check MLS Hotsheets.

Facebook Post.

Twitter Post.

Instagram Post.

YouTube Post.

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Preview Only

Checklist

- Find a neighborhood that meets a buyers' criteria and send mail soliciting listings.
- Plan an event for people who have done business with you in the last year.
- Record one minute video inviting people to find out what their home is worth.
- Post video to social media.
- Update your website and social media with summer images.
- Review Sphere of Influence birthdays and prepare cards for mailing.
- Attend at least one social function with Sphere of Influence members.
- Contact expired listings.
- Collect and call FSBOs.
- Ask for referrals and testimonials.
- Make contact with leads that have not done business with you.
- Send out online marketing.
- Attend at least three property tours.
- Hold at least three open houses and post them on social media.
- Follow up with open house attendees.
- Add ten people to your Sphere of Influence.
- Send mailing to Sphere of Influence.
- Send mailing to farm area.
- Share at least two blog articles.
- Take photos of clients with SOLD signs.
- Review and share local MLS sales and inventory statistics.
- Share testimonials on social media.
- Send online flyers to other agents and Sphere of Influence about your listings.
- Attend at least two classes.
- Read up on current real estate news.

June 1 - June 7

<i>Sunday June 1</i>	<i>Monday June 2</i>	<i>Tuesday June 3</i>	<i>Wednesday June 4</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
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2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
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4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
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6 pm	6 pm	6 pm	6 pm
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Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday June 5</i>	<i>Friday June 6</i>	<i>Saturday June 7</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
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11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
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4 pm	4 pm	4 pm	
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Day	Day	Day	

Notes

<i>June</i>						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

June 8 - June 14

<i>Sunday June 8</i>	<i>Monday June 9</i>	<i>Tuesday June 10</i>	<i>Wednesday June 11</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday June 12</i>	<i>Friday June 13</i>	<i>Saturday June 14</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>June</i>						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

June 15 - June 21

<i>Sunday June 15</i>	<i>Monday June 16</i>	<i>Tuesday June 17</i>	<i>Wednesday June 18</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday June 19</i>	<i>Friday June 20</i>	<i>Saturday June 21</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>June</i>						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

June 22 - June 28

<i>Sunday June 22</i>	<i>Monday June 23</i>	<i>Tuesday June 24</i>	<i>Wednesday June 25</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday June 26</i>	<i>Friday June 27</i>	<i>Saturday June 28</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>June</i>						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

June 29 - July 5

<i>Sunday June 29</i>	<i>Monday June 30</i>	<i>Tuesday July 1</i>	<i>Wednesday July 2</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday July 3</i>	<i>Friday July 4</i>	<i>Saturday July 5</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
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Day	Day	Day	

Notes

<i>June</i>						
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15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

What worked well this month?

What didn't work this month?

Where did I grow?

What could I have done better?

Biggest Challenges

Proudest Moments

Three Things I Learned

Three Things To Try Next

July
This Month

Important Dates

To Do

© CC Preview

Houseversaries

Events

Birthdays

© CC Preview

Holidays

- 1 Zip Code Day
- 2 I Forgot Day
- 3 Fried Clam Day
- 4 Independence Day
- 5 Workaholics Day
- 6 Fried Chicken Day
- 7 Chocolate Day
- 8 Be a Kid Again Day
- 9 Fashion Day
- 10 Teddy Bear Picnic Day
- 11 Swimming Pool Day
- 12 Simplicity Day
- 13 Rock Day
- 14 Shark Awareness Day
- 15 Pet Fire Safety Day
- 16 Cherry Day
- 17 Emoji Day
- 18 Listening Day
- 19 Daiquiri Day
- 20 Moon Day
- 21 Junk Food Day
- 22 Hammock Day
- 23 Vanilla Ice Cream Day
- 24 Tequila Day
- 25 Wine and Cheese Day
- 26 Aunt and Uncle Day
- 27 Creme Brûlée Day
- 28 Buffalo Soldiers Day
- 29 Tiger Day
- 30 Day of Friendship
- 31 Mutt Day

July

Sunday	Monday	Tuesday
		1
6	7	8
13	14	15
20	21	22
27	28	29

<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>	<i>Saturday</i>
2	3	4	5
9	10	11	12
16	17	18	19
23	24	25	26
30	31		

Habit Tracker

Wear nametag.

Write two personal notes.

Hand out business card.

Make five calls.

Check MLS Hotsheets.

Facebook Post.

Twitter Post.

Instagram Post.

YouTube Post.

- 1
- 2
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- 30
- 31

Checklist

- Pull mid-year MLS statistics and know them.
- Review second quarter activity and first half of year activity compared to goal.
- Record one minute video on mid-year statistics.
- Post video to social media.
- Organize files from first half of the year.
- Review Sphere of Influence birthdays and prepare cards for mailing.
- Attend at least one social function with Sphere of Influence members.
- Contact expired listings.
- Collect and call FSBOs.
- Ask for referrals and testimonials.
- Make contact with leads that have not done business with you.
- Send out online marketing.
- Attend at least three property tours.
- Hold at least three open houses and post them on social media.
- Follow up with open house attendees.
- Add ten people to your Sphere of Influence.
- Send mailing to Sphere of Influence.
- Send mailing to farm area.
- Share at least two blog articles.
- Take photos of clients with SOLD signs.
- Review and share local MLS sales and inventory statistics.
- Share testimonials on social media.
- Send online flyers to other agents and Sphere of Influence about your listings.
- Attend at least two classes.
- Read up on current real estate news.

July 6 - July 12

<i>Sunday July 6</i>	<i>Monday July 7</i>	<i>Tuesday July 8</i>	<i>Wednesday July 9</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
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2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday July 10</i>	<i>Friday July 11</i>	<i>Saturday July 12</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
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2 pm	2 pm	2 pm	
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3 pm	3 pm	3 pm	
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4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>July</i>						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

July 13 - July 19

<i>Sunday July 13</i>	<i>Monday July 14</i>	<i>Tuesday July 15</i>	<i>Wednesday July 16</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday July 17</i>	<i>Friday July 18</i>	<i>Saturday July 19</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>July</i>						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

July 20 - July 26

<i>Sunday July 20</i>	<i>Monday July 21</i>	<i>Tuesday July 22</i>	<i>Wednesday July 23</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday July 24</i>	<i>Friday July 25</i>	<i>Saturday July 26</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
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2 pm	2 pm	2 pm	
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3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
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6 pm	6 pm	6 pm	
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7 pm	7 pm	7 pm	
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8 pm	8 pm	8 pm	
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Day	Day	Day	

Notes

<i>July</i>						
S	M	T	W	T	F	S
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6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

July 27 - August 2

<i>Sunday July 27</i>	<i>Monday July 28</i>	<i>Tuesday July 29</i>	<i>Wednesday July 30</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
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6 pm	6 pm	6 pm	6 pm
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8 pm	8 pm	8 pm	8 pm
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Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday July 31</i>	<i>Friday August 1</i>	<i>Saturday August 2</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
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Day	Day	Day	

Notes

<i>July</i>						
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20	21	22	23	24	25	26
27	28	29	30	31		

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

What worked well this month?

What didn't work this month?

Where did I grow?

What could I have done better?

Biggest Challenges

Proudest Moments

Three Things I Learned

Three Things To Try Next

August
This Month

Important Dates

To Do

© Preview

Houseversaries

Events

Birthdays

© Preview

Holidays

- 1 Childfree Day
- 2 Coloring Book Day
- 3 Watermelon Day
- 4 Single Working Women's Day
- 5 Blogger Day
- 6 Night Out
- 7 Purple Heart Day
- 8 Cat Day
- 9 Book Lovers Day
- 10 Spoil Your Dog Day
- 11 Mountain Day
- 12 Elephant Day
- 13 Lefthanders Day
- 14 Financial Awareness Day
- 15 Back To School Prep Day
- 16 Roller Coaster Day
- 17 Thrift Shop Day
- 18 Couple's Day
- 19 World Photo Day
- 20 Bacon Lovers Day
- 21 Senior Citizens Day
- 22 Rainbow Baby Day
- 23 Cheap Flight Day
- 24 Waffle Day
- 25 Banana Split Day
- 26 Dog Day
- 27 Just Because Day
- 28 Bow Tie Day
- 29 More Herbs, Less Salt Day
- 30 Frankenstein Day
- 31 Trail Mix Day

August

Sunday

Monday

Tuesday

3	4	5
10	11	12
17	18	19
24	25	26
31		

<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>	<i>Saturday</i>
		1	2
6	7	8	9
13	14	15	16
20	21	22	23
27	28	29	30

Habit Tracker

Wear nametag.

Write two personal notes.

Hand out business card.

Make five calls.

Check MLS Hotsheets.

Facebook Post.

Twitter Post.

Instagram Post.

YouTube Post.

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Preview Only

Checklist

- Order school or football calendars to mail out.
- Review your participation in groups and make sure it is the best use of your time.
- Finish any left over tasks from previous months.
- Review Sphere of Influence birthdays and prepare cards for mailing.
- Attend at least one social function with Sphere of Influence members.
- Contact expired listings.
- Collect and call FSBOs.
- Ask for referrals and testimonials.
- Make contact with leads that have not done business with you.
- Send out online marketing.
- Attend at least three property tours.
- Hold at least three open houses and post them on social media.
- Follow up with open house attendees.
- Add ten people to your Sphere of Influence.
- Send mailing to Sphere of Influence.
- Send mailing to farm area.
- Share at least two blog articles.
- Take photos of clients with SOLD signs.
- Review and share local MLS sales and inventory statistics.
- Share testimonials on social media.
- Send online flyers to other agents and Sphere of Influence about your listings.
- Attend at least two classes.
- Read up on current real estate news.

August 3 - August 9

<i>Sunday August 3</i>	<i>Monday August 4</i>	<i>Tuesday August 5</i>	<i>Wednesday August 6</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday August 7</i>	<i>Friday August 8</i>	<i>Saturday August 9</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>August</i>						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

August 10 - August 16

<i>Sunday August 10</i>	<i>Monday August 11</i>	<i>Tuesday August 12</i>	<i>Wednesday August 13</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday August 14</i>	<i>Friday August 15</i>	<i>Saturday August 16</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>August</i>						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

August 17 - August 23

<i>Sunday August 17</i>	<i>Monday August 18</i>	<i>Tuesday August 19</i>	<i>Wednesday August 20</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday August 21</i>	<i>Friday August 22</i>	<i>Saturday August 23</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>August</i>						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

August 24 - August 30

<i>Sunday August 24</i>	<i>Monday August 25</i>	<i>Tuesday August 26</i>	<i>Wednesday August 27</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday August 28</i>	<i>Friday August 29</i>	<i>Saturday August 30</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>August</i>						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

August 31 - September 6

<i>Sunday August 31</i>	<i>Monday September 1</i>	<i>Tuesday September 2</i>	<i>Wednesday September 3</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday September 4</i>	<i>Friday September 5</i>	<i>Saturday September 6</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>August</i>						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

What worked well this month?

What didn't work this month?

Where did I grow?

What could I have done better?

Biggest Challenges

Proudest Moments

Three Things I Learned

Three Things To Try Next

September
This Month

Important Dates

To Do

© Preview

Houseversaries

Events

Birthdays

© Preview

September

Holidays

- 1 Labor Day
- 2 Coconut
- 3 Skyscraper Day
- 4 Wildlife Day
- 5 Cheese Pizza Day
- 6 Procrastination Day
- 7 Beer Lovers Day
- 8 Pardon Day
- 9 Teddy Bear Day
- 10 401(k) Day
- 11 Patriot Day
- 12 Grandparents Day
- 13 Peanut Day
- 14 Coloring Day
- 15 Yom Kippur
- 16 Get Ready Day
- 17 Constitution Day
- 18 Batman Day
- 19 Talk Like a Pirate Day
- 20 Sukkot
- 21 Miniature Golf Day
- 22 Autumnal Equinox
- 23 Redhead Appreciation
- 24 Punctuation Day
- 25 Cooking Day
- 26 Hoshana Rabbah
- 27 World Tourism
- 28 Neighbor Day
- 29 Coffee Day
- 30 Love People Day

Sunday	Monday	Tuesday
	1	2
7	8	9
14	15	16
21	22	23
28	29	30

<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>	<i>Saturday</i>
3	4	5	6
10	11	12	13
17	18	19	20
24	25	26	27

Habit Tracker

Wear nametag.

Write two personal notes.

Hand out business card.

Make five calls.

Check MLS Hotshots.

Facebook Post.

Twitter Post.

Instagram Post.

YouTube Post.

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10
- 11
- 12
- 13
- 14
- 15
- 16
- 17
- 18
- 19
- 20
- 21
- 22
- 23
- 24
- 25
- 26
- 27
- 28
- 29
- 30

Preview
My On Track
Success

Checklist

- Update website and social media with fall photos.
- Prepare for fourth quarter push.
- Record a video explaining what a market analysis is and how to get one from you.
- Post video to social media.
- Review Sphere of Influence birthdays and prepare cards for mailing.
- Attend at least one social function with Sphere of Influence members.
- Contact expired listings.
- Collect and call FSBOs.
- Ask for referrals and testimonials.
- Make contact with leads that have not done business with you.
- Send out online marketing.
- Attend at least three property tours.
- Hold at least three open houses and post them on social media.
- Follow up with open house attendees.
- Add ten people to your Sphere of Influence.
- Send mailing to Sphere of Influence.
- Send mailing to farm area.
- Share at least two blog articles.
- Take photos of clients with SOLD signs.
- Review and share local MLS sales and inventory statistics.
- Share testimonials on social media.
- Send online flyers to other agents and Sphere of Influence about your listings.
- Attend at least two classes.
- Read up on current real estate news.

September 7 - September 13

<i>Sunday September 7</i>	<i>Monday September 8</i>	<i>Tuesday September 9</i>	<i>Wednesday September 10</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday September 11</i>	<i>Friday September 12</i>	<i>Saturday September 13</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>September</i>						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

September 14 - September 20

<i>Sunday September 14</i>	<i>Monday September 15</i>	<i>Tuesday September 16</i>	<i>Wednesday September 17</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday September 18</i>	<i>Friday September 19</i>	<i>Saturday September 20</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>September</i>						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

September 21 - September 27

<i>Sunday September 21</i>	<i>Monday September 22</i>	<i>Tuesday September 23</i>	<i>Wednesday September 24</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
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2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday September 25</i>	<i>Friday September 26</i>	<i>Saturday September 27</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>September</i>						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

September 28 - October 4

<i>Sunday September 28</i>	<i>Monday September 29</i>	<i>Tuesday September 30</i>	<i>Wednesday October 1</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
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4 pm	4 pm	4 pm	4 pm
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5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday October 2</i>	<i>Friday October 3</i>	<i>Saturday October 4</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
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Day	Day	Day	

Notes

<i>September</i>						
S	M	T	W	T	F	S
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7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

What worked well this month?

What didn't work this month?

Where did I grow?

What could I have done better?

Biggest Challenges

Proudest Moments

Three Things I Learned

Three Things To Try Next

October

This Month

Important Dates

To Do

© CC Preview

Houseversaries

Events

Birthdays

© CC Preview

Holidays

- 1 Coffee Day
- 2 Name Your Car Day
- 3 Mean Girls Day
- 4 Animal Day
- 5 Teachers' Day
- 6 Mad Hatter Day
- 7 Frappe Day
- 8 Pierogi Day
- 9 Post Day
- 10 Cake Decorating Day
- 11 Coming Out Day
- 12 Farmers Day
- 13 Indigenous People
- 14 Bookshop Day
- 15 Handwashing Day
- 16 Dictionary Day
- 17 Pasta Day
- 18 No Beard Day
- 19 New Friends Day
- 20 Sloth Day
- 21 Back to the Future Day
- 22 Caps Lock Day
- 23 Paralegal Day
- 24 United Nations Day
- 25 Mother-in-Law Day
- 26 Pumpkin Day
- 27 Black Cat Day
- 28 Chocolate Day
- 29 Internet Day
- 30 Checklist Day
- 31 Halloween

October

Sunday	Monday	Tuesday
5	6	7
12	13	14
19	20	21
26	27	28

<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>	<i>Saturday</i>
1	2	3	4
8	9	10	11
15	16	17	18
22	23	24	25
29	30	31	

Habit Tracker

Wear nametag.

Write two personal notes.

Hand out business card.

Make five calls.

Check MLS Hotshots.

Facebook Post.

Twitter Post.

Instagram Post.

YouTube Post.

- 1
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- 31

Checklist

- Prepare vision board for 2026.
- Make treat bags for Halloween with business cards.
- Record one minute video about third quarter statistics.
- Post video to social media.
- Order 2026 planner.
- Participate in a Fall Open House Event.
- Find a Trunk or Treat event and turn your car into a Haunted House.
- Review Sphere of Influence birthdays and prepare cards for mailing.
- Attend at least one social function with Sphere of Influence members.
- Contact expired listings.
- Collect and call FSBOs.
- Ask for referrals and testimonials.
- Make contact with leads that have not done business with you.
- Send out online marketing.
- Attend at least three property tours.
- Hold at least three open houses and post them on social media.
- Follow up with open house attendees.
- Add ten people to your Sphere of Influence.
- Send mailing to Sphere of Influence.
- Send mailing to farm area.
- Share at least two blog articles.
- Take photos of clients with SOLD signs.
- Review and share local MLS sales and inventory statistics.
- Share testimonials on social media.
- Send online flyers to other agents and Sphere of Influence about your listings.
- Attend at least two classes.
- Read up on current real estate news.

October 5 - October 11

<i>Sunday October 5</i>	<i>Monday October 6</i>	<i>Tuesday October 7</i>	<i>Wednesday October 8</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
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3 pm	3 pm	3 pm	3 pm
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5 pm	5 pm	5 pm	5 pm
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6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
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8 pm	8 pm	8 pm	8 pm
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Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday October 9</i>	<i>Friday October 10</i>	<i>Saturday October 11</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
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3 pm	3 pm	3 pm	
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4 pm	4 pm	4 pm	
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5 pm	5 pm	5 pm	
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6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
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Day	Day	Day	

Notes

<i>October</i>						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

October 12 - October 18

<i>Sunday October 12</i>	<i>Monday October 13</i>	<i>Tuesday October 14</i>	<i>Wednesday October 15</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
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2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
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4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday October 16</i>	<i>Friday October 17</i>	<i>Saturday October 18</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
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Day	Day	Day	

Notes

<i>October</i>						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

October 19 - October 25

<i>Sunday October 19</i>	<i>Monday October 20</i>	<i>Tuesday October 21</i>	<i>Wednesday October 22</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday October 23</i>	<i>Friday October 24</i>	<i>Saturday October 25</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
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2 pm	2 pm	2 pm	
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3 pm	3 pm	3 pm	
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4 pm	4 pm	4 pm	
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5 pm	5 pm	5 pm	
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6 pm	6 pm	6 pm	
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7 pm	7 pm	7 pm	
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Day	Day	Day	

Notes

<i>October</i>						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

October 26 - November 1

<i>Sunday October 26</i>	<i>Monday October 27</i>	<i>Tuesday October 28</i>	<i>Wednesday October 29</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
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8 pm	8 pm	8 pm	8 pm
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Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday October 30</i>	<i>Friday October 31</i>	<i>Saturday November 1</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
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Day	Day	Day	

Notes

<i>October</i>						
S	M	T	W	T	F	S
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5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

What worked well this month?

What didn't work this month?

Where did I grow?

What could I have done better?

Biggest Challenges

Proudest Moments

Three Things I Learned

Three Things To Try Next

Holiday Planning

Important Dates

To Do

© Cheek Preview

Personal Events

Professional Events

Teacher Only

November
This Month

Important Dates

To Do

Houseversaries

Events

Birthdays

November

Holidays

- 1 Author's Day
- 2 Daylight Saving's
- 3 Housewife Day
- 4 Election Day
- 5 American Football Day
- 6 Team Manager Day
- 7 Cancer Awareness Day
- 8 Cappuccino Day
- 9 Go to an Art Museum Day
- 10 Sesame Street Day
- 11 Veterans Day
- 12 Happy Hour Day
- 13 World Kindness Day
- 14 Children's Day
- 15 Recycling Day
- 16 Entrepreneur's Day
- 17 Hiking Day
- 18 Mickey Mouse Day
- 19 Toilet Day
- 20 Adoption Day
- 21 Television Day
- 22 Go For A Ride Day
- 23 Cashew Day
- 24 Flossing Day
- 25 Parfait Day
- 26 Cake Day
- 27 Thanksgiving
- 28 Black Friday
- 29 Small Business Saturday
- 30 Cyber Monday

Sunday	Monday	Tuesday
2	3	4
9	10	11
16	17	18
23	24	25
30		

<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>	<i>Saturday</i>
			1
5	6	7	8
12	13	14	15
19	20	21	22
26	27	28	29

Habit Tracker

Wear nametag.

Write two personal notes.

Hand out business card.

Make five calls.

Check MLS Hotshots.

Facebook Post.

Twitter Post.

Instagram Post.

YouTube Post.

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Preview
Master
Our
Goals

Checklist

- Research and purchase end of year client gifts.
- Pay MLS and association dues for the year.
- Record a video about how you can help your Sphere of Influence relocate.
- Post video to social media.
- Share a mortgage calculator link in an email campaign.
- Review Sphere of Influence birthdays and prepare cards for mailing.
- Attend at least one social function with Sphere of Influence members.
- Contact expired listings.
- Collect and call FSBOs.
- Ask for referrals and testimonials.
- Make contact with leads that have not done business with you.
- Send out online marketing.
- Attend at least three property tours.
- Hold at least three open houses and post them on social media.
- Follow up with open house attendees.
- Add ten people to your Sphere of Influence.
- Send mailing to Sphere of Influence.
- Send mailing to farm area.
- Share at least two blog articles.
- Take photos of clients with SOLD signs.
- Review and share local MLS sales and inventory statistics.
- Share testimonials on social media.
- Send online flyers to other agents and Sphere of Influence about your listings.
- Attend at least two classes.
- Read up on current real estate news.

November 2 - November 8

<i>Sunday November 2</i>	<i>Monday November 3</i>	<i>Tuesday November 4</i>	<i>Wednesday November 5</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
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8 pm	8 pm	8 pm	8 pm
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Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday November 6</i>	<i>Friday November 7</i>	<i>Saturday November 8</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>November</i>						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

November 9 - November 15

<i>Sunday November 9</i>	<i>Monday November 10</i>	<i>Tuesday November 11</i>	<i>Wednesday November 12</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday November 13</i>	<i>Friday November 14</i>	<i>Saturday November 15</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
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5 pm	5 pm	5 pm	
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6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
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8 pm	8 pm	8 pm	
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Day	Day	Day	

Notes

<i>November</i>						
S	M	T	W	T	F	S
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2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

November 16 - November 22

<i>Sunday November 16</i>	<i>Monday November 17</i>	<i>Tuesday November 18</i>	<i>Wednesday November 19</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
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4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday November 20</i>	<i>Friday November 21</i>	<i>Saturday November 22</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
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2 pm	2 pm	2 pm	
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3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
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5 pm	5 pm	5 pm	
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6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
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Day	Day	Day	

Notes

<i>November</i>						
S	M	T	W	T	F	S
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9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

November 23 - November 29

<i>Sunday November 23</i>	<i>Monday November 24</i>	<i>Tuesday November 25</i>	<i>Wednesday November 26</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
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2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
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4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday November 27</i>	<i>Friday November 28</i>	<i>Saturday November 29</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
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3 pm	3 pm	3 pm	
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4 pm	4 pm	4 pm	
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Day	Day	Day	

Notes

<i>November</i>						
S	M	T	W	T	F	S
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2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

November 30 - December 6

<i>Sunday November 30</i>	<i>Monday December 1</i>	<i>Tuesday December 2</i>	<i>Wednesday December 3</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
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2 pm	2 pm	2 pm	2 pm
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4 pm	4 pm	4 pm	4 pm
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5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday December 4</i>	<i>Friday December 5</i>	<i>Saturday December 6</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
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Day	Day	Day	

Notes

<i>November</i>						
S	M	T	W	T	F	S
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2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

What worked well this month?

What didn't work this month?

Where did I grow?

What could I have done better?

Biggest Challenges

Proudest Moments

Three Things I Learned

Three Things To Try Next

December
This Month

Important Dates

To Do

© CC Preview

Houseversaries

Events

Birthdays

© CC Preview

Holidays

- 1 Christmas Lights Day
- 2 Fritters Day
- 3 Persons with Disabilities
- 4 Candle Day
- 5 Repeal Day
- 6 St. Nicholas Day
- 7 Joy Day
- 8 Bartender Day
- 9 Llama Day
- 10 Human Rights Day
- 11 Christmas Jumper Day
- 12 Gingerbread House Day
- 13 Horse Day
- 14 First Night of Hanukkah
- 15 Bill of Rights Day
- 16 Day of Reconciliation
- 17 Maple Syrup Day
- 18 Bake Cookies Day
- 19 Hard Candy Day
- 20 Go Caroling Day
- 21 Winter Solstice
- 22 Cookie Exchange Day
- 23 Festivus
- 24 Christmas Eve
- 25 Christmas
- 26 Boxing Day
- 27 Fruitcake Day
- 28 Card Playing Day
- 29 Still Need To Do Day
- 30 Resolution Planning Day
- 31 New Year's Eve

December

Sunday	Monday	Tuesday
	1	2
7	8	9
14	15	16
21	22	23
28	29	30

<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>	<i>Saturday</i>
3	4	5	6
10	11	12	13
17	18	19	20
24	25	26	27
31			

Habit Tracker

Wear nametag.

Write two personal notes.

Hand out business card.

Make five calls.

Check MLS Hotshots.

Facebook Post.

Twitter Post.

Instagram Post.

YouTube Post.

- 1
- 2
- 3
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- 29
- 30
- 31

Checklist

- Update your website and social media with holiday pictures.
- Collect information for 2025 transactions and send to clients for tax purposes.
- Record one minute holiday thank you video.
- Post video to social media.
- Send a survey to your Sphere to find out what real estate news matters to them.
- Review Sphere of Influence birthdays and prepare cards for mailing.
- Attend at least one social function with Sphere of Influence members.
- Contact expired listings.
- Collect and call FSBOs.
- Ask for referrals and testimonials.
- Make contact with leads that have not done business with you.
- Send out online marketing.
- Attend at least three property tours.
- Hold at least three open houses and post them on social media.
- Follow up with open house attendees.
- Add ten people to your Sphere of Influence.
- Send mailing to Sphere of Influence.
- Send mailing to farm area.
- Share at least two blog articles.
- Take photos of clients with SOLD signs.
- Review and share local MLS sales and inventory statistics.
- Share testimonials on social media.
- Send online flyers to other agents and Sphere of Influence about your listings.
- Attend at least two classes.
- Read up on current real estate news.

December 7 - December 13

<i>Sunday December 7</i>	<i>Monday December 9</i>	<i>Tuesday December 9</i>	<i>Wednesday December 10</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
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1 pm	1 pm	1 pm	1 pm
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2 pm	2 pm	2 pm	2 pm
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3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday December 11</i>	<i>Friday December 12</i>	<i>Saturday December 13</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
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Day	Day	Day	

Notes

<i>December</i>						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

December 14 - December 20

<i>Sunday December 14</i>	<i>Monday December 15</i>	<i>Tuesday December 16</i>	<i>Wednesday December 17</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
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5 pm	5 pm	5 pm	5 pm
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6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
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7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday December 18</i>	<i>Friday December 19</i>	<i>Saturday December 20</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
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12 pm	12 pm	12 pm	
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Day	Day	Day	

Notes

<i>December</i>						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

December 21 - December 27

<i>Sunday December 21</i>	<i>Monday December 22</i>	<i>Tuesday December 23</i>	<i>Wednesday December 24</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
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4 pm	4 pm	4 pm	4 pm
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7 pm	7 pm	7 pm	7 pm
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8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday December 25</i>	<i>Friday December 26</i>	<i>Saturday December 27</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
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6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>December</i>						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

December 28 - January 3

<i>Sunday December 28</i>	<i>Monday December 29</i>	<i>Tuesday December 30</i>	<i>Wednesday December 31</i>
8 am	8 am	8 am	8 am
8:30	8:30	8:30	8:30
9 am	9 am	9 am	9 am
9:30	9:30	9:30	9:30
10 am	10 am	10 am	10 am
10:30	10:30	10:30	10:30
11 am	11 am	11 am	11 am
11:30	11:30	11:30	11:30
12 pm	12 pm	12 pm	12 pm
12:30	12:30	12:30	12:30
1 pm	1 pm	1 pm	1 pm
1:30	1:30	1:30	1:30
2 pm	2 pm	2 pm	2 pm
2:30	2:30	2:30	2:30
3 pm	3 pm	3 pm	3 pm
3:30	3:30	3:30	3:30
4 pm	4 pm	4 pm	4 pm
4:30	4:30	4:30	4:30
5 pm	5 pm	5 pm	5 pm
5:30	5:30	5:30	5:30
6 pm	6 pm	6 pm	6 pm
6:30	6:30	6:30	6:30
7 pm	7 pm	7 pm	7 pm
7:30	7:30	7:30	7:30
8 pm	8 pm	8 pm	8 pm
8:30	8:30	8:30	8:30
Day	Day	Day	Day

Stuff to Buy

Errands to Run

People to Call

Things to Do

<i>Thursday January 1</i>	<i>Friday January 2</i>	<i>Saturday January 3</i>	<i>Deductible Expenses</i>
8 am	8 am	8 am	
8:30	8:30	8:30	
9 am	9 am	9 am	
9:30	9:30	9:30	
10 am	10 am	10 am	
10:30	10:30	10:30	
11 am	11 am	11 am	
11:30	11:30	11:30	
12 pm	12 pm	12 pm	
12:30	12:30	12:30	
1 pm	1 pm	1 pm	
1:30	1:30	1:30	
2 pm	2 pm	2 pm	
2:30	2:30	2:30	
3 pm	3 pm	3 pm	
3:30	3:30	3:30	
4 pm	4 pm	4 pm	
4:30	4:30	4:30	
5 pm	5 pm	5 pm	
5:30	5:30	5:30	
6 pm	6 pm	6 pm	
6:30	6:30	6:30	
7 pm	7 pm	7 pm	
7:30	7:30	7:30	
8 pm	8 pm	8 pm	
8:30	8:30	8:30	
Day	Day	Day	

Notes

<i>December</i>						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

<i>Mileage</i>
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

What worked well this month?

What didn't work this month?

Where did I grow?

What could I have done better?

Biggest Challenges

Proudest Moments

Three Things I Learned

Three Things To Try Next

Describe 2025 in three words.

What new skills did you develop?

Blank space for writing the answer to "Describe 2025 in three words."

Blank space for writing the answer to "What new skills did you develop?"

Where did I grow the most?

What could I have done better?

Blank space for writing the answer to "Where did I grow the most?"

Blank space for writing the answer to "What could I have done better?"

Biggest Challenges

Proudest Moments

Blank space for writing the answer to "Biggest Challenges"

Blank space for writing the answer to "Proudest Moments"

What are you most grateful for?

What was your favorite memory?

Blank space for writing the answer to "What are you most grateful for?"

Blank space for writing the answer to "What was your favorite memory?"

Future Planning

January

February

March

April

May

June

July

August

September

October

November

December