

# **POWER ONWARD**

## **Your Growth Partner For Success**

Outline: How to Generate 5 New Nurtures per Day

First delivered: 1/2/2018

Last delivered:

Greg to proctor

CeCe to build the systems needed to use these methods

**Commitment/Standard:** each agent is committed to generating 5 new qualified nurtures into the system each day

How - Methods

- Call
- Meet
- Open house
- Door knock
- BNI
- Magnets
- Letters
- Postcards
- Farming

Needs

- Heyl video
- Tracking board
- Accountability: Sunday night agent plan for week; nightly CTE reporting
- Agents responsible for setting and following nurtures and follow ups

- Buttons to push - CeCe
- 3 strikes you're out

Solutions: back up plans for when first method isn't generating results - Greg knows these

- Calls not working - get in the car and door knock the list you were calling
- Calls not working - change script

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*Fridays with Flanagan*

**LIVE! Fridays from 11 AM EST**



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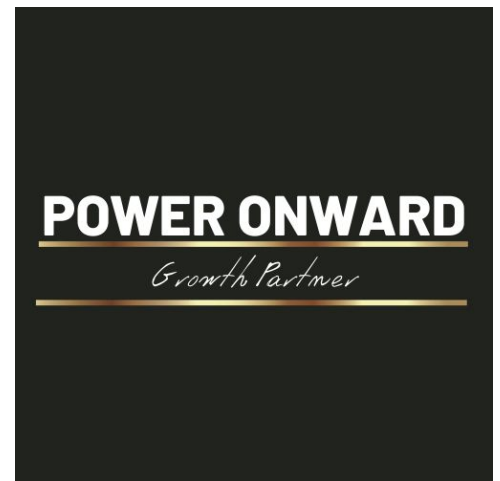
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