

100 POINT DAILY SUCCESS CHECKLIST

DAILY POINTS MINIMUM = 100

WORK POINTS	PT VALUE	EARNED
9AM CALL	5	
TEAM REPOST/SOCIAL MEDIA POST	1	
PAST CLIENT TOUCH	1	
OPEN HOUSE	15	
MEGA OPEN HOUSE	30	
OFFER WRITTEN	5	
LISTING APPOINTMENT	25	
BUYER APPOINTMENT	15	
BUYER AGREEMENT	15	
FIRST SHOWING	10	
CLOSING	15	
POP BY	10	
BOMB BOMB VIDEO TO CLIENT	2	
GET ZILLOW/FB/YELP REVIEW	10	
PIPELINE OR TEAM LEADER CHECK IN	5	
CALLS (1 POINT EACH CALL)	1	
ASK FOR REFERRAL	2	
15 MIN ROLE PLAY W/ PARTNER	10	
ROLE PLAY EXTRA	15	
CATEGORIZE FINANCES	15	
ZERO EMAILS IN INBOX	20	
LIFE POINTS		
READ (30 MIN MINIMUM)	20	
EXERCISE (30 MIN MINIMUM)	20	
MEDITATE (10 MIN MINIMUM)	10	
TOTAL		

Name:	Date:
Year Goal: \$	YTD: \$
Difference: \$	Pending:
I AM GRATEFUL FOR:	
1.	
2.	
3.	
WIN(S):	
TODAY, I WILL...	
AFFIRMATIONS:	

NEW CONVERSATIONS

1	2	3	4	5
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NURTURES

1	2	3	4	5
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APPTS

1	2
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SOI

1	2	3	4
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APPOINTMENTS

NAME	DATE	TIME	NOTES

SHOWINGS TODAY

NAME	TIME	NOTES

CALLS

/ = CALL

CIRCLE = CONVERSATION

BLACKOUT = APPOINTMENT

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	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50
51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75
76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100