

# Sample 12 Week Plans

## 12 week year

### Sample Agent's Goals and Plan

Goal

Close \$100,000 in new business

Lead 10 lbs.

Goal: Close \$100,000 in new business

tactics

20 up to profile representative team of 10/10/10 daily to close within next 12 weeks

Call a list of 1 prospect per week to schedule meetings and schedule a list of 10/10/10

Conduct a minimum of 2 initial appointments per week

Follow up with prospects weekly to close

Create sales tracking graph for my week & update weekly

Review results weekly and determine if changes are needed to plan

Goal: Lead 10 lbs.

tactics

Join a health club

Limit calorie intake to 1,200 or less/day

Do 30 minutes of cardio 3 times/week

Track with weights 3 times/week

Drink at least 8 glasses of water each day

## 12 WEEK YEAR

OCTOBER 3, 2008 - DECEMBER 31, 2008  
GOALS AND TACTICS FOR OCTOBER 12, 2008

### Week 2 Plan for Tom

Save \$40,000 in Q3

- Take 2 clients to breakfast/lunch each week
- Call 10 past clients and ask for a referral
- Send out 5 hand written notes each week
- Develop letter to promote selling home
- Target a neighborhood and send 10 letters
- Call 10 home owners to discuss opportunity
- Conduct Open House at least 1 time
- Post on social media today

Weight 185 lbs.

- Take sugar foods daily
- Drink fluid water daily on 1000 app
- Workout 3x/week
- Drink 8oz water each day
- Weight in every Mon at 7 am

## 12 week year

### Bill Preston's Goals and Plan

Goal

Achieve and produce of \$100,000

Close 10-15% within 1 year ahead

tactics

Review with Advisor 1/2 Week Plan

Meet with 10 new up advisors weekly and review business & results

Conduct weekly morning review with all 10 advisors - 1 per week

Conduct 1 hour work appointments each week with new up advisors

Follow new up individual production and progress through 1/2 Week Check weekly

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**Patrick Vollmar**



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