

# Cheat Sheet for Sales Success

## ONE DEAL PER MONTH

01

### EMAILS

SEND 40 EMAILS PER DAY



02

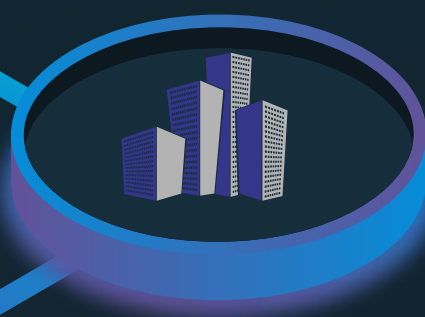
### CALLS

MAKE 20 PHONE CALLS PER DAY

03

### LISTINGS

ONE NEW LISTING PER WEEK



04

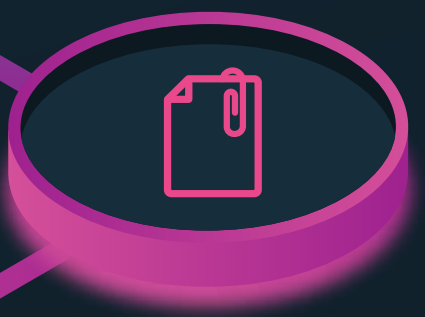
### FOLLOW UP

CONTACT EACH NEW PROSPECT AT LEAST 4 TIMES

05

### DO THE PAPER WORK

PREPARE THE DOCUMENTS  
CONTRACTS, OFFERS, LEASES



06

### FOLLOW THROUGH

TAKE CARE OF THE DEAL -  
NURTURE IT UNTIL THE END

07

### KEEP GOING

DON'T TAKE YOUR FOOT OFF  
THE PEDAL WHEN A DEAL IS  
DONE.



Find out more at:

[WWW.MILLIONDOLLARAGENT.LIVE](http://WWW.MILLIONDOLLARAGENT.LIVE)

# Cheat Sheet for Sales Success

## TWO + DEALS PER MONTH

### 01 EMAILS

SEND AT LEAST 50 EMAILS PER DAY



### 02 CALLS

MAKE AT LEAST 30 PHONE CALLS PER DAY

### 03 LISTINGS

TWO NEW LISTING PER WEEK



### 04 FOLLOW UP

CONTACT EACH PROSPECT AT LEAST 4 TIMES

### 05 DO THE PAPER WORK

PREPARE THE DOCUMENTS  
CONTRACTS, OFFERS, LEASES



### 06 FOLLOW THROUGH

NUTURE THE DEALS THROUGH TO THE END

### 07 KEEP GOING

DON'T TAKE YOUR FOOT OFF THE PEDAL WHEN A DEAL IS DONE.



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Cheat Sheet for  
**DO'S & DON'TS**

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Do qualify your prospects



02

Do, re-read emails twice before sending

03

Do Be Selective with Listings



04

Don't say something unless its true

05

Do ask for help



06

Do walk away from a bad deal

07

Don't speak badly about other agents.



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Find out more at:

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