

30 POINTS TO SUCCESS

Your goal is to get 30 points each day, 150 point per week, and 600 points per month

Week 1

	Monday	Tuesday	Wed	Thurs	Friday	Saturday	Sunday	Week Total
Text/Message to Get Referrals (1 point)								
New Prospects (2 Points)								
Zoom/Meet With Agent (2 points)								
Networking Events (each agent added to your SOI - 2 points)								
Attend State Meetings/AACMeetings/Teach Class (5 points)								
Phone Call With New Propspect (5 points)								
3-Way Call With Prospect (5 points)								
Follow-Up With Prospects (5 points)								
Attend Lunch & Learn With a Referral (10 points)								
Attend Webinar With a Referral (10 points)								
Agent fills out application (20 points)								
Agent Joins eXp (30 points)								
Daily Totals	0	0	0	0	0	0	0	0

Week 2

	Monday	Tuesday	Wed	Thurs	Friday	Saturday	Sunday	Week Total
Text/Message to Get Referrals (1 point)								
New Prospects (2 Points)								
Zoom/Meet With Agent (2 points)								
Networking Events (each agent added to your SOI - 2 points)								
Attend State Meetings/AACMeetings/Teach Class (5 points)								
Phone Call With New Propspect (5 points)								
3-Way Call With Prospect (5 points)								
Follow-Up With Prospects (5 points)								
Attend Lunch & Learn With a Referral (10 points)								
Attend Webinar With a Referral (10 points)								
Referral Joins eXp (20 points)								
Daily Totals	0	0	0	0	0	0	0	0

Week 3

	Monday	Tuesday	Wed	Thurs	Friday	Saturday	Sunday	Week Total
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Text/Message to Get Referrals (1 point)												
New Prospects (2 Points)												
Zoom/Meet With Agent (2 points)												
Networking Events (each agent added to your SOI - 2 points)												
Attend State Meetings/AACMeetings/Teach Class (5 points)												
Phone Call With New Propspect (5 points)												
3-Way Call With Prospect (5 points)												
Follow-Up With Prospects (5 points)												
Attend Lunch & Learn With a Referral (10 points)												
Attend Webinar With a Referral (10 points)												
Referral Joins eXp (20 points)												
Daily Totals					0	0	0	0	0	0	0	
Week 4					Monday	Tuesday	Wed	Thurs	Friday	Saturday	Sunday	Week Total
Text/Message to Get Referrals (1 point)												
New Prospects (2 Points)												
Zoom/Meet With Agent (2 points)												
Networking Events (each agent added to your SOI - 2 points)												
Attend State Meetings/AACMeetings/Teach Class (5 points)												
Phone Call With New Propspect (5 points)												
3-Way Call With Prospect (5 points)												
Follow-Up With Prospects (5 points)												
Attend Lunch & Learn With a Referral (10 points)												
Attend Webinar With a Referral (10 points)												
Referral Joins eXp (20 points)												
Daily Totals					0	0	0	0	0	0	0	0
Monthly Totals												0
Rules:												
Phone call - means talking to a contact, leaving a voicemail does not count												
Joins - means all paperwork is signed and license has been switched												
Follow-up - phone or text, NO points for emails												