



# **“GET” Daily Essential**

## **Action Plan For Realtors**

### **Webinar #Ep.2**



Hello everyone,

I hope you're keeping safe and staying  
strong during this pandemic.

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## MINDSET

3 Choices : Give up; Give in; Give it all you've got.

Your tribe needs your leadership

Stay cool, calm, collected

Your Why-- play Long Game

Mission & purpose in life?

Motivation? Degree of commitment?

Accountability to self, family, clients?



Realtors who don't hide and show up  
will thrive, especially after this crisis.

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# Morning Routine

1

RISE AND SHINE early as you can.

2

YOGA or EXERCISE

Refreshing shower

Drink plenty of water

3

Vitamin C or D

4

Check daily tasks

Check ONLY headline news to be aware of special announcements by authorities

But besides mindset, you need a  
PRACTICAL STRATEGY

Have a 1-page written daily action plan

Your Business Plan must be written and must be in front of you  
every day for 60 days in order to become a habit



# 4 MAJOR DAILY TASKS

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## Do Religiously

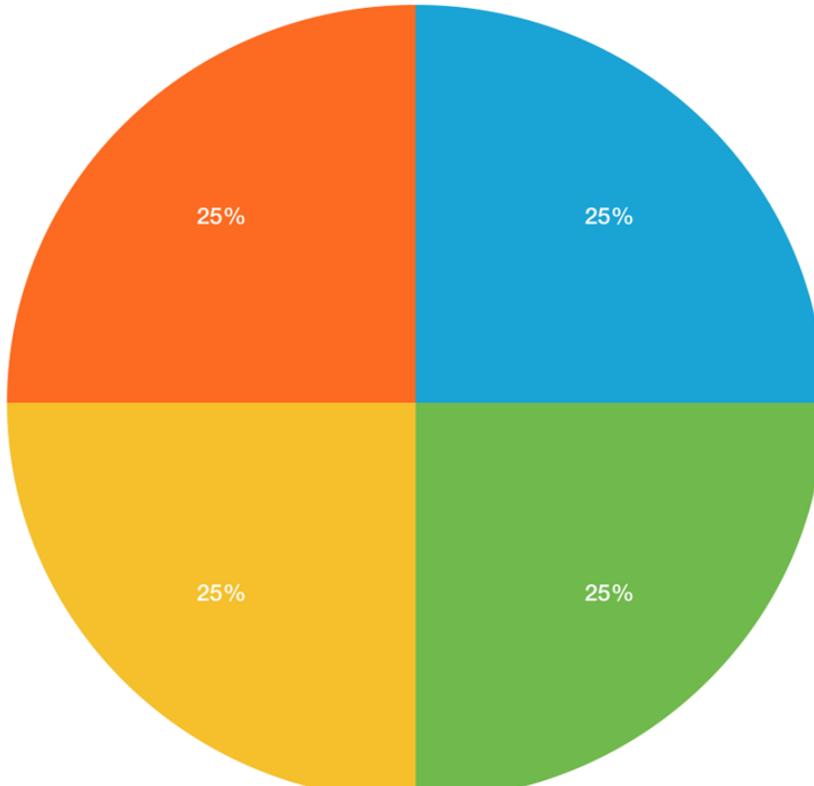
- 1) PEOPLE ARE UNDER PRESSURE AND YOU MUST BE CARING AND VERY SENSITIVE
- 2) PUT THE NEEDS OF PEOPLE FIRST
- 3) GIVE VALUE FIRST
- 4) CARE FIRST

#Icare #weareinittogether

#iamheretohelp



## Your Daily Actions



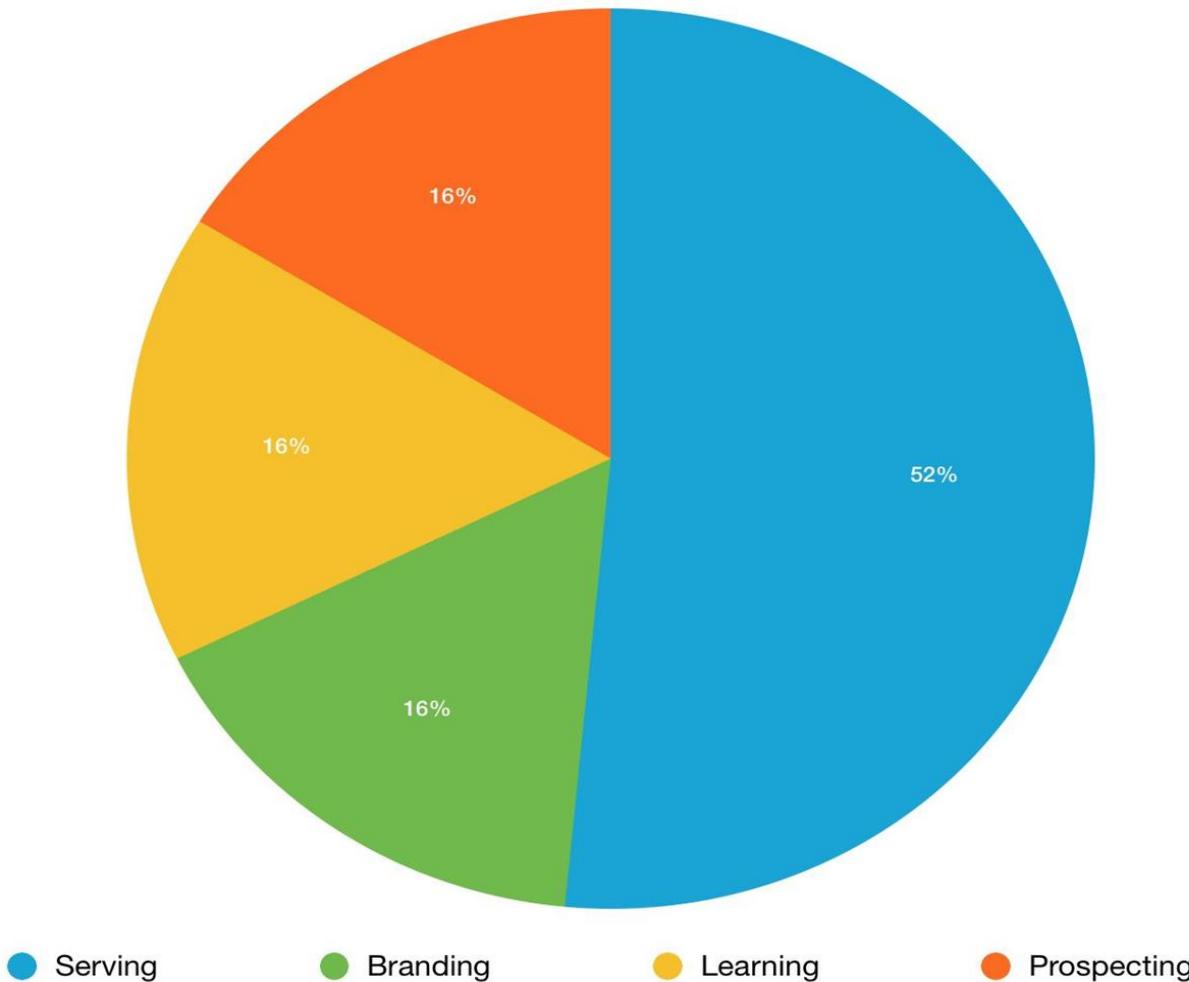
● Prospecting

● Branding

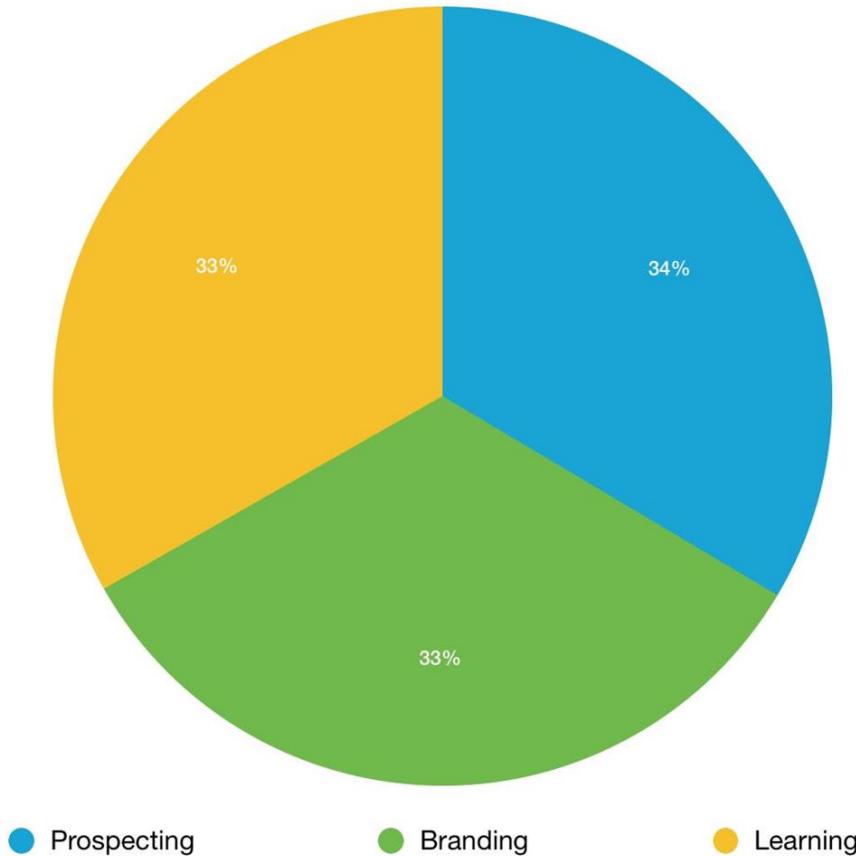
● Learning

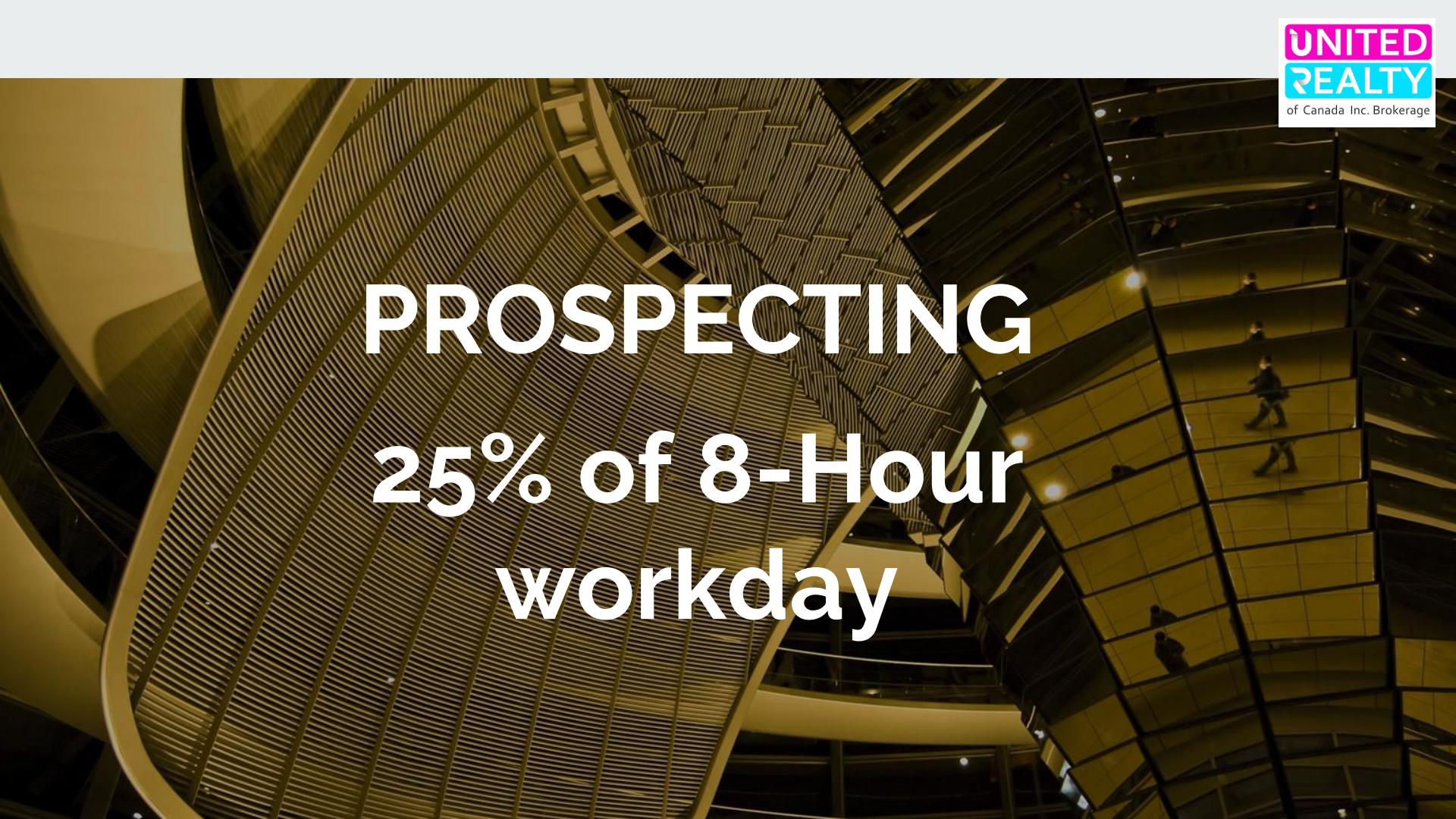
● Serving

# Your Daily Actions



## Your Daily Actions





# PROSPECTING 25% of 8-Hour workday

# PROSPECTING

- Call/text/email/video/whatsapp//social media/ZOOM
- Keep contacting current and past clients, ask about wellbeing, if they have any concerns or need advice about the market situation.
- These days you must Over-Communicate
- Strategy to generate leads





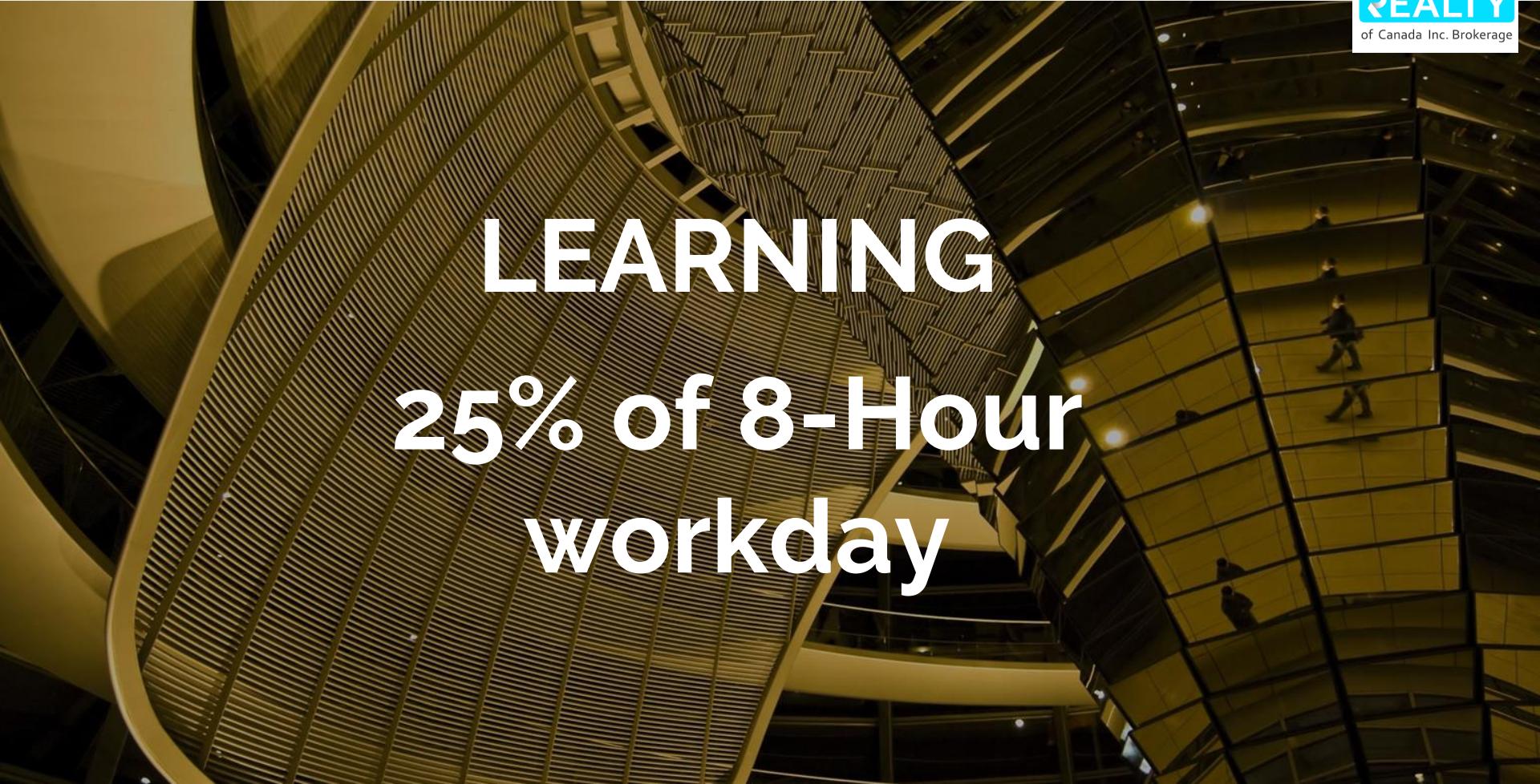
BRANDING  
25% of 8-Hour  
workday

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# BRANDING

- Show you care
- Be present/show up
- Valuable, useful, up to date content
- Have a specialty and a niche market
- Have compelling offer





LEARNING  
25% of 8-Hour  
workday

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# LEARNING

- Learn a new skill related or not related to your profession
- Become master of your domain
- Have an additional skill that you can work remotely
- You must sharpen your skills
- Read a book get an online course
- Learn a language



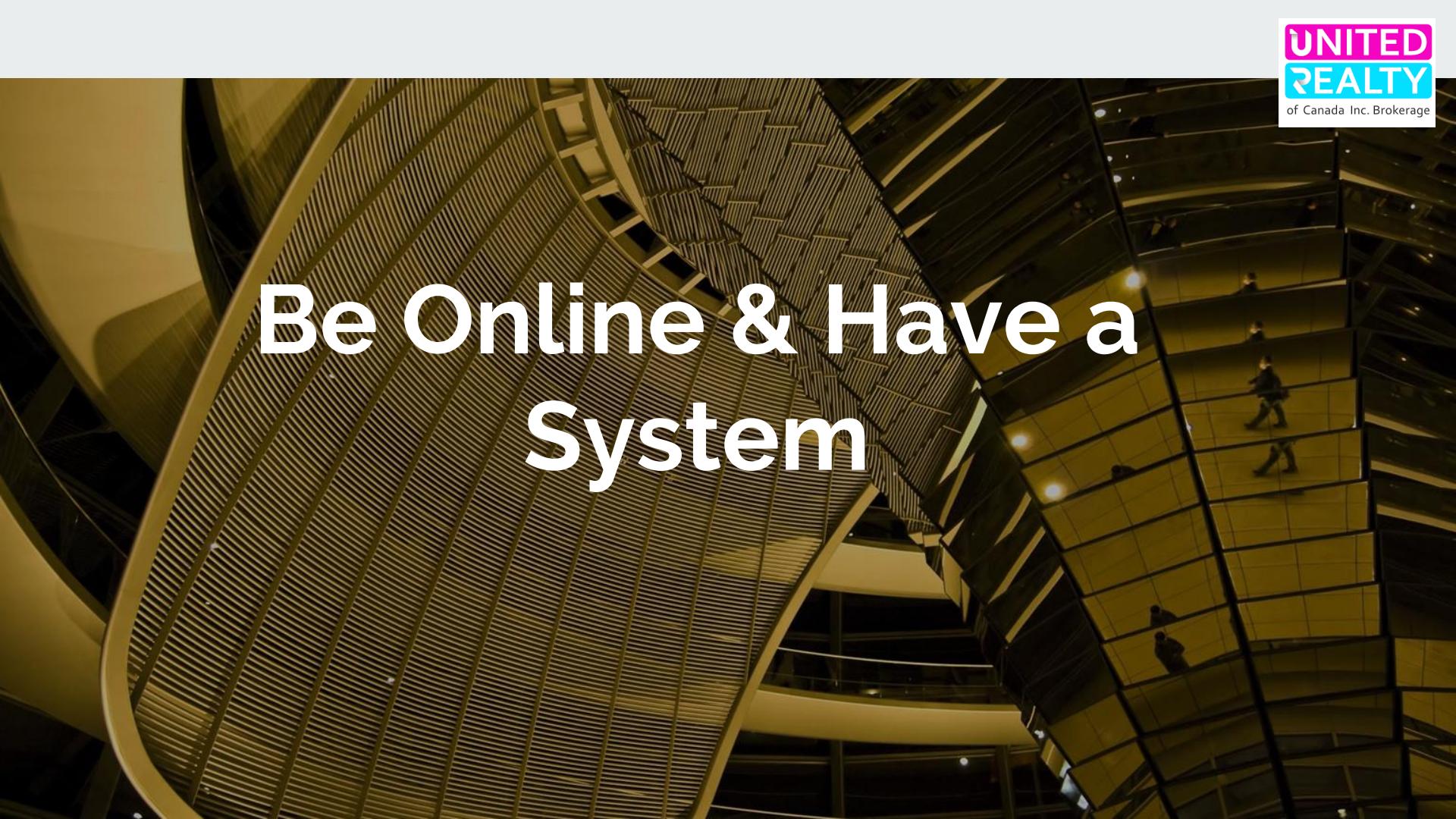
SERVING  
25% of 8-Hour  
workday

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# SERVING

**Serving your current clients**





Be Online & Have a  
System

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## Be Online and have a System

Social Media, YouTube, LinkedIn, Mobile Marketing

Again: Create Valuable Content every single day

Have a Lead Generation System

Strong mostly Automated Lead Follow up System

Build your Database

WhatsApp to connect with your client

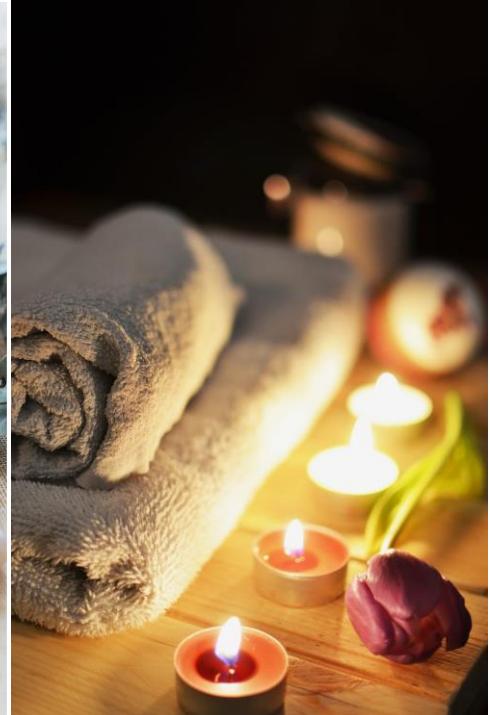
Phone knocking



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## EVENING ROUTINE

- Dinner with your family
- Do not overeat or overdrink
- Do not watch too much news or Netflix
- Do an activity or game with your family
- Review your task for tomorrow
- Go to the bed early, get plenty of sleep





# Thank you.



**March 27 FRIDAY 8pm**

YOU Are INVITED to JOIN US for WEBINAR  
of FRIDAY at 8pm - March 27th, 2020

LIVE Interview

**State of Pre-Construction  
Condo Market in This Crisis  
Time**

Guest Speaker:

Mr. Hunter Milborne  
Milborne Group

Hosted By Pat Javdan - Broker of Record  
United Realty of Canada.



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