

Mentorship Development Plan

"A MENTOR IS SOMEONE WHO SEES MORE TALENT AND ABILITY WITHIN YOU, THAN YOU SEE IN YOURSELF"

BOB PROCTOR

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Introduction

Welcome to Herron Real Estate's Mentorship Program. We have created this Mentorship Development Plan as a tool to track your professional development. This will help you organize your days/weeks to be sure you are always focus on the most important tasks that move you closer to your goals.

Contact Information

Agent Name:	Agent Phone Number:
Agent Email:	
Mentor Name:	Mentor Phone Number:
Mentor Email:	
Mentorship Start Date:	

How to use the Mentorship Development Plan (MDP)

The MDP is designed to break down BIG goals into smaller more manageable goals with 90-day targets. Reducing large goals into more digestible pieces significantly increases the likelihood of success.

This plan will systematically work backwards from your goals to help you determine what daily and weekly actions are needed for success. Then, you will schedule these actions in your calendar and discuss your progress with your mentor each week.

At the beginning of each week, you will create a WEEKLY plan. This is designed to lift you out of the daily chaos so that you can work on your business rather than in your business. The WEEKLY plan will involve the following tasks:

- Writing down your goals and your why
- Document tangible objectives for the coming week
- Develop and track daily habits
- Identify a topic you plan to learn more about
- Self-reflection through an end of week review

Taking this one step further, each morning you will create a DAILY plan. This is designed to keep you focused while you are on the front line so that you run your day, rather than your day running you. The DAILY plan will involve the following tasks:

- Write down your weekly objectives (determined in your WEEKLY plan)
- Identify the most important next step for each goal
- Track your business funnel
- Time blocking your day
- Self-reflection through an evening review



Your BUSINESS FUNNEL is designed to track goal progression through measurable steps. The term funnel is used because a lot of "stuff" goes in the larger opening at the top of the funnel and less "stuff" comes out the smaller opening at the bottom. A funnel may not be appropriate for each goal, but it will likely fit at least one. An example of a BUSINESS FUNNEL is shown below:

 # Cold Calls	
 # Conversations	
 # Appointments	
# Listings	
# Closed	

BUSINESS FUNNELS help you understand that the end goal doesn't "just happen." In other words, if you want more closed transaction (from the example above) then you need to make more cold calls. Tracking your BUSINESS FUNNEL consistently will also alert you to problems within the funnel. This will allow you to proactively adjust your process to prevent major impacts to your bottom line.

Three 90-Day Goals

The MDP focuses on three goals because research shows that more than three goals is detrimental to accomplishing any of them. These goals can be whatever you want but HRE recommends you make at least one goal related to personal health, relationships, or hobbies. So, how do we set goals? The following steps will help guide you through the process, but take your time, you will be focused on these goals for the next 90-days so let's make sure they count! Goal setting should consider the following questions:

- 1. Is the goal specific? Vague goals are nothing more than dreams. Goals need to be specific so that you know where you want to go and can plan a route to get there. If you wanted to go to an event at HRE Headquarters, you would type "1925 Park Ave. Orange Park FL 32073" into your navigation system. If you only typed Orange Park (vague goal) what are the chances you make it to the event?
- Is the goal quantifiable? Goals must be measurable if you ever intend to know if you have reached it. Furthermore, a measurable goal can be frequently tracked to determine how close or far away you are from achieving it.
- 3. Is the goal achievable? The saying goes "If you do what you have always done, you will get what you have always gotten." This implies you need to push yourself to uncomfortable places to improve/grow and achieve your goals. However, you don't want to take this too far (meaning you would be pushed too far out of your comfort zone) because research indicates you are more likely to give up, quit, or never get started.
- 4. **Is the goal aligned with your life?** Does the goal align with where you want your life to take you? If not, it is time to revisit the goal. Large goals often take years to accomplish, that is years of your life you will be on this journey let's be sure this is a journey you are happy to be on!

NOW ITS YOUR TURN - TIME TO SET GOALS AND TAKE ACTION!



90-Day Goal Setting

Goal 1:
Why is this goal important to you?
Achieving this goal will require going beyond this comfort zone:
I understand this goal will likely require the following actions:
Goal 2:
Why is this goal important to you?
Achieving this goal will require going beyond this comfort zone:
I understand this goal will likely require the following actions:
Goal 3:
Why is this goal important to you?
Achieving this goal will require going beyond this comfort zone:
I understand this goal will likely require the following actions:



Goal Review and Week 1 Objectives

Each week, review your 90-day goals and break them down into a weekly game plan and put them on your calendar.

Goal 1:			
This week my objective is			
I will work on this goal on			I have added to my calendar 🔲
	(day)	(time)	(check)
Goal 2:			
This week my objective is			
I will work on this goal on			I have added to my calendar 🔲
	(day)	(time)	(check)
Goal 3:			
This week my objective is			
I will work on this goal on			I have added to my calendar 🔲
	(day)	(time)	(check)
THE MOST IMPORTANT NEXT STEP IS			
If you accomplish only <u>one</u> th	ing this week,	what would it ne	ed to be to move your goals forward?
,	Shadowi	ing Oppo	rtunities
		•	dvantage of this week?
Open House	Buyer	Consultation	Listing Presentation
Buyer Showing	Home	Inspection	Negotiations
Appraisal	Closin	g	Inspection
Listing Photos	Filling	out Contracts	CMA



Research and Development

The following section is used to define a new skill or process you plan to study, learn, and develop.

Developing/refining skills will make you progress more efficiently.

What skill or proces	s do you	ı plan to s	study/lear	n/develo _l	p?				
Why is this importa	nt to you	?							
How will you study/	earn/de	velop?							
I will work on this o	n				I have	e added 1	to my cale	endar 🔲	 -
		(day)		(time)				(checi	k)
	Dov	elop a	nd T-	ack V	Nooki	v Hal	site.		
goals. Define the habit At the end of each da weekly total to the fa	ay, write d	down how	many time	es you pe	rformed th	e habit ar	nd add the	m up for tl	he
			Self-R	ofloo	tion				
What a week that was did it go right and wi course corr	here can	e to reflect you impro	on the suve. Share	ccesses a	and struggi your Mente	or and dis	cuss if ce	lebration c	
How did I move clos	ser to my	goals thi	s week?						
What did I learn that	will help	p me next	week?						
Grade your progres	s (Circle	one):							
Made Great Progress	•	le Some P	rogress	Made L	ittle Progr	ess M	lade No Pi	rogress	



Day 1 Action Plan

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 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

 Circle Month/Day

Morning Routine

Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modern identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:	<u> </u>	
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	d to protect the time dedicated to you	•
5:00	11:00	5:00
5:30	11:30	5:30
3:00	12:00	6:00
3:30	12:30	6:30
7:00	1:00	7:00
·:30	1:30	7:30
3:00	2:00	8:00
3:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30
What did I do wel	l today	



Day 2 Action Plan

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 Circle Month/Day

Morning Routine

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Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the moderate identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
			-
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	•
You need	to protect the time dedicated to you	ur goals by time-blocking each day.
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30
What did I do well	todov	
what did I do well	ilouay	
What did I struggle w	ith today	



Day 3 Action Plan

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 Circle Month/Day

Morning Routine

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	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			_
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			_



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:	<u> </u>	
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	d to protect the time dedicated to you	•
5:00	11:00	5:00
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3:30	12:30	6:30
7:00	1:00	7:00
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3:00	2:00	8:00
3:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
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What did I do wel	l today	



Day 4 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
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The most inc				
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
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7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
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10:00	4:00	10:00
10:30	4:30	10:30



Day 5 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	what
routine will help you take control of your day?	

routino vi	im morp you take t	control of your day.	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the moderate identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time Pla	a a kina
You nee	Time-Blo	•
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
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On a scale of 1 - 10 I would grade todays productivity at a _____

15 | Page



Day 6 Action Plan

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 Circle Month/Day

Morning Routine

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	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			_
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			_



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
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7:30	1:30	7:30
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Day 7 Action Plan

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 Circle Month/Day

Morning Routine

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	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			_
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			_



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Goal Review and Week 2 Objectives

Each week, review your 90-day goals and break them down into a weekly game plan and put them on your calendar.

Goal 1:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 2:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 3:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
THE MOST IMPORTANT NEXT STEP IS			
If you accomplish only <u>one</u> the	ing this week,	what would it ne	ed to be to move your goals forward?
	Shadowi	ing Oppo	rtunities
			dvantage of this week?
Open House	Buyer	Consultation	Listing Presentation
Buyer Showing	Home	Inspection	Negotiations
Appraisal	Closin	g	Inspection
Listing Photos	Filling	out Contracts	CMA



Research and Development

The following section is used to define a new skill or process you plan to study, learn, and develop.

Developing/refining skills will make you progress more efficiently.

(time) Track Weral habits that mend then some you performed, company week, company week.	leekly at will resu set the web ormed the	Hab It in prog ekly goal habit an	gression to I in the se nd add the	(check oward you econd colui em up for th	r mn. ne
rack We aral habits that and then some you performance, company	leekly at will resu set the wed ormed the are your pe	Hab It in prog ekly goa habit an	Dits gression to I in the se nd add the ce agains	oward you econd colui em up for th	r mn. ne I.
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ber, even sma	all wins ad	ld up to k	big succes	ss!	
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r	successes ar re this with yo per, even sm	re this with your Mentor per, even small wins ac	successes and struggles of the re this with your Mentor and dis per, even small wins add up to l	successes and struggles of the previous re this with your Mentor and discuss if ce per, even small wins add up to big succe	successes and struggles of the previous week. Where this with your Mentor and discuss if celebration of oper, even small wins add up to big success!



Day 8 Action Plan

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 Circle Month/Day

Morning Routine

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	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			_
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			_



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

Step 1: Step 2: Step 3:			
Step 3:			
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Result:			
	Time-Blo	ocking	
You need	to protect the time dedicated to you	_	
5:00	11:00	5:00	
5:30	11:30	5:30	
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9:00	3:00	9:00	
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What did I do well t			



Day 9 Action Plan

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 Circle Month/Day

Morning Routine

Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modern identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

Step 1: Step 2: Step 3:			
Step 3:			
•			
Result:			
	Time-Blo	ocking	
You need	to protect the time dedicated to you	_	
5:00	11:00	5:00	
5:30	11:30	5:30	
6:00	12:00	6:00	
6:30	12:30	6:30	
7:00	1:00	7:00	
7:30	1:30	7:30	
8:00	2:00	8:00	
8:30	2:30	8:30	
9:00	3:00	9:00	
9:30	3:30	9:30	
10:00	4:00	10:00	
10:30	4:30	10:30	
What did I do well t			



Day 10 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). T	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
THE MOST MILE	ortant next step.			
Goal 2:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	oortant next step:			
THE HIOST HIIL	ortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY	
Step 1:			
Step 2:			
Step 3:			
Result:			
	Time-Blo	cking	
You need to prote		goals by time-blocking each day.	
:00	11:00	5:00	
:30	11:30	5:30	
:00	12:00	6:00	
:30	12:30	6:30	
:00	1:00	7:00	
30	1:30	7:30	
:00	2:00	8:00	
30	2:30	8:30	
:00	3:00	9:00	
:30	3:30	9:30	
0:00	4:00	10:00	
0:30	4:30	10:30	
What did I do well today			



Day 11 Action Plan

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 Circle Month/Day

Morning Routine

			-	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). 7	To put it simply, eating	ng task (the frog) and you the frog is the process of ou do any other work.
Goal 1:				
Weekly objec	tive:			
The most imp	ortant next step:			_
Goal 2:				
Weekly objec	tive:			
	<u> </u>			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	oortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 12 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:	<u>-</u>	Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). T	Γο put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
The most imp	ortant next step.			
				-
Goal 2:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imr	portant next step:			
	ortain noxt stop.			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 13 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:	<u>-</u>	Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). T	Γο put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
The most imp	ortant next step.			
				-
Goal 2:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imr	portant next step:			
	ortain noxt stop.			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 14 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	what
routine will help you take control of your day?	

		.,,	, , , , , , , , , , , , , , , , , , , ,	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			_
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			_



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:	<u> </u>	
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	d to protect the time dedicated to you	•
5:00	11:00	5:00
5:30	11:30	5:30
3:00	12:00	6:00
3:30	12:30	6:30
7:00	1:00	7:00
·:30	1:30	7:30
3:00	2:00	8:00
3:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30
What did I do wel	l today	



Goal Review and Week 3 Objectives

Each week, review your 90-day goals and break them down into a weekly game plan and put them on your calendar.

Goal 1:				
This week my objective is				
I will work on this goal on			I have added to my ca	lendar 🔲
	(day)	(time)		(check)
Goal 2:				
This week my objective is				
I will work on this goal on			I have added to my ca	lendar 🔲
	(day)	(time)		(check)
Goal 3:				
This week my objective is				
I will work on this goal on			I have added to my ca	lendar 🔲
	(day)	(time)	·	(check)
THE MOST IMPORTANT NEXT STEP IS				
If you accomplish only <u>one</u> th	ing this week,	what would it ne	ed to be to move your goa	ls forward?
	Shadow	ing Oppo	rtunities	
			dvantage of this week?	
Open House	Buyer	Consultation	Listing F	Presentation
Buyer Showing	Home	Inspection	Negotia	tions
Appraisal	Closir	ng	Inspecti	on
Listing Photos	Filling	out Contracts	CMA	



Research and Development

The following section is used to define a new skill or process you plan to study, learn, and develop.

Developing/refining skills will make you progress more efficiently.

What skill or proce	ss do you	ı plan to s	study/lear	n/develo _l	o?				
Why is this importa	int to you	?							_ _
How will you study	/learn/dev	velop?							<u> </u>
I will work on this o	n				I have	e added 1	to my cale	endar 🔲	
		(day)		(time)				(check	<)
goals. Define the hab. At the end of each d weekly total to the t	aỳ, write d	down how	many time	es you per	formed the	e habit ar	nd add the	m up for th	ne
DIL	Guai	IVIOTI.	rues.	vveu.	Tituls.	111.	Sat.	Suil.	1018
What a week that wa did it go right and w course cor	here can	e to reflect you impro	ve. Share	ccesses a this with y	and struggl our Mento	or and dis	cuss if ce	lebration o	
How did I move clo	ser to my	goals thi	s week?						
What did I learn tha	t will help	p me next	week?						<u> </u>
Grade your progres	ss (Circle	one):							_
Made Great Progres	s Mad	le Some P	rogress	Made L	ittle Progre	ess M	lade No P	rogress	



Day 15 Action Plan

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 Circle Month/Day

Morning Routine

			-	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). T	To put it simply, eating	ng task (the frog) and you the frog is the process of ou do any other work.
Goal 1:				
Weekly objec	tive:			
The most imp	ortant next step:			_
Goal 2:				
Weekly objec	tive:			
	<u> </u>			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	oortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY	
Step 1:			
Step 2:			
Step 3:			
Result:			
	Time-Blo	cking	
You need to prote		goals by time-blocking each day.	
:00	11:00	5:00	
:30	11:30	5:30	
:00	12:00	6:00	
:30	12:30	6:30	
:00	1:00	7:00	
30	1:30	7:30	
:00	2:00	8:00	
30	2:30	8:30	
:00	3:00	9:00	
:30	3:30	9:30	
0:00	4:00	10:00	
0:30	4:30	10:30	
What did I do well today			



Day 16 Action Plan

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 Circle Month/Day

Morning Routine

	7 7	, , , , , , , , , , , , , , , , , , , ,	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modifical identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 17 Action Plan

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 Circle Month/Day

Morning Routine

	7 7	, , , , , , , , , , , , , , , , , , , ,	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the moderate identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
			-
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			_
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 18 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:	<u>-</u>	Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). T	Γο put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
The most imp	ortant next step.			
				-
Goal 2:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imr	portant next step:			
	ortain noxt stop.			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 19 Action Plan

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 Circle Month/Day

Morning Routine

	7 7	, , , , , , , , , , , , , , , , , , , ,	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modifical identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 20 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	what
routine will help you take control of your day?	

	7 7	, , , , , , , , , , , , , , , , , , , ,	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modifical identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 21 Action Plan

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 Circle Month/Day

Morning Routine

			-	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). T	To put it simply, eating	ng task (the frog) and you the frog is the process of ou do any other work.
Goal 1:				
Weekly objec	tive:			
The most imp	ortant next step:			_
Goal 2:				
Weekly objec	tive:			
	<u> </u>			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	oortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Goal Review and Week 4 Objectives

Each week, review your 90-day goals and break them down into a weekly game plan and put them on your calendar.

Goal 1:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 2:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 3:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
THE MOST IMPORTANT NEXT STEP IS			
If you accomplish only <u>one</u> the	ing this week,	what would it ne	ed to be to move your goals forward?
	Shadowi	ing Oppo	rtunities
			dvantage of this week?
Open House	Buyer	Consultation	Listing Presentation
Buyer Showing	Home	Inspection	Negotiations
Appraisal	Closin	g	Inspection
Listing Photos	Filling	out Contracts	CMA



Research and Development

The following section is used to define a new skill or process you plan to study, learn, and develop.

Developing/refining skills will make you progress more efficiently.

(time) Track Weral habits that mend then some you performed, company week, company week.	leekly at will resu set the web formed the	Hab It in prog ekly goal habit an	gression to I in the se nd add the	(check oward you econd colui em up for th	r mn. ne
rack We aral habits that and then some you performance, company	leekly at will resu set the wed ormed the are your pe	Hab It in prog ekly goa habit an	Dits gression to I in the se nd add the ce agains	oward you econd colui em up for th	r mn. ne I.
rack We aral habits that and then some you performance, company	leekly at will resu set the wed ormed the are your pe	Hab It in prog ekly goa habit an	Dits gression to I in the se nd add the ce agains	oward you econd colui em up for th	r mn. ne I.
rack We aral habits that and then some you performance, company	leekly at will resu set the wed ormed the are your pe	Hab It in prog ekly goa habit an	Dits gression to I in the se nd add the ce agains	oward you econd colui em up for th	r mn. ne I.
rack We aral habits that and then some you performance, company	at will resu set the we ormed the are your pe	elt in prog ekly goa habit an erforman	gression to I in the se ad add the ce agains	oward you econd colui em up for th t your goal	r mn. ne I.
eral habits tha nn and then s mes you perfo week, compa	at will resu set the we ormed the are your pe	elt in prog ekly goa habit an erforman	gression to I in the se ad add the ce agains	econd colurem up for the tyour goal	mn. ne I.
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re this with yo	our Mentor	and dis	cuss if ce	lebration o	
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r	successes ar re this with yo per, even sm	re this with your Mentor per, even small wins ac	successes and struggles of the re this with your Mentor and dis per, even small wins add up to l	successes and struggles of the previous re this with your Mentor and discuss if ce per, even small wins add up to big succe	successes and struggles of the previous week. Where this with your Mentor and discuss if celebration of oper, even small wins add up to big success!



Day 22 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
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The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
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7:30	1:30	7:30
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9:00	3:00	9:00
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10:30	4:30	10:30



Day 23 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	what
routine will help you take control of your day?	

	7 7	, , , , , , , , , , , , , , , , , , , ,	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modifical identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 24 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	what
routine will help you take control of your day?	

routino vi	im morp you take t	control of your day.	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the moderate identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 25 Action Plan

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 Circle Month/Day

Morning Routine

	7 7	, , , , , , , , , , , , , , , , , , , ,	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modifical identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 26 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	wha
routine will help you take control of your day?	

	7 7	, , , , , , , , , , , , , , , , , , , ,	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modifical identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
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6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
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10:30	4:30	10:30



Day 27 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	what
routine will help you take control of your day?	

	7 7	, , , , , , , , , , , , , , , , , , , ,	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modifical identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 28 Action Plan

 JAN
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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	what
routine will help you take control of your day?	

routino vi	im morp you take t	control of your day.				
Wake-up Time:		Current Time:				
Water / Coffee / Tea		Cold Shower				
Exercise / Meditation		Eat Breakfast				
Reading		Eat the FROG				
What is "EATING THE FROG"? – The idea is that you identify one challenging task (the frog) and you complete the task first thing in the morning (eating it). To put it simply, eating the frog is the process of identifying your most difficult task of the day and completing it before you do any other work.						
Goal 1:						
Weekly objective:						
The most important next step:						
Goal 2:						
Weekly objective:						
The most important next step:						
Goal 3:						
Weekly objective:						
The most important next step:						



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	_
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30
10.00		

WAY TO GO!

"A journey of a thousand miles begins with a single step"

Lao Tzu

is YOUR year! Your year to grow, to shine, to be brave, and to #BEBOLD!

Congratulations on completing your first month of goal tracking! It won't be long before you see the rewards of your efforts.

Now it's time to keep that momentum going!
Let us help you enhance the growth of your
emerging business by incorporating
mortgage knowledge and expertise. Call
today to schedule your one on one Mortgage
training.











is what you are capable of doing

apility

motivation

determines what you do

allifude

determines how well you do it



Goal Review and Week 5 Objectives

Each week, review your 90-day goals and break them down into a weekly game plan and put them on your calendar.

Goal 1:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 2:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 3:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
THE MOST IMPORTANT NEXT STEP IS			
If you accomplish only <u>one</u> the	ing this week,	what would it ne	ed to be to move your goals forward?
	Shadowi	ing Oppo	rtunities
			dvantage of this week?
Open House	Buyer	Consultation	Listing Presentation
Buyer Showing	Home	Inspection	Negotiations
Appraisal	Closin	g	Inspection
Listing Photos	Filling	out Contracts	CMA



Research and Development

The following section is used to define a new skill or process you plan to study, learn, and develop.

Developing/refining skills will make you progress more efficiently.

What skill or proce	ss do you	ı plan to s	study/lear	n/develo _l	o?				
Why is this importa	int to you	?							_ _
How will you study	/learn/dev	velop?							<u> </u>
I will work on this o	n				I have	e added 1	to my cale	endar 🔲	
		(day)		(time)				(check	<)
goals. Define the hab. At the end of each d weekly total to the t	aỳ, write d	down how	many time	es you per	formed the	e habit ar	nd add the	m up for th	ne
DIL	Guai	IVIOTI.	rues.	vveu.	Tituls.	111.	Sat.	Suil.	1018
What a week that wa did it go right and w course cor	here can	e to reflect you impro	ve. Share	ccesses a this with y	and struggl our Mento	or and dis	cuss if ce	lebration o	
How did I move clo	ser to my	goals thi	s week?						
What did I learn tha	t will help	p me next	week?						<u> </u>
Grade your progres	ss (Circle	one):							_
Made Great Progres	s Mad	le Some P	rogress	Made L	ittle Progre	ess M	lade No P	rogress	



Day 29 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:	<u>-</u>	Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). T	Γο put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
The most imp	ortant next step.			
				-
Goal 2:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imr	portant next step:			
	ortain noxt stop.			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
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Day 30 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most inc				
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
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Day 31 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	what
routine will help you take control of your day?	

routino vi	im morp you take t	control of your day.	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the moderate identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

Step 1:		GOAL REALITY	
Result:			
	Time-Blo	ockina	
You ne	eed to protect the time dedicated to yo	_	
5:00	11:00	5:00	
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7:30	1:30	7:30	
3:00	2:00	8:00	
3:30	2:30	8:30	
0:00	3:00	9:00	
):30	3:30	9:30	
0:00	4:00	10:00	
10:30	4:30	10:30	
100	-		
What did I do w	ell today		



Day 32 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:	<u>-</u>	Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). T	Γο put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
The most imp	ortant next step.			
				-
Goal 2:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imr	portant next step:			
	ortain noxt stop.			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

Step 1: Step 2: Step 3:			
Step 3:			
•			
Result:			
	Time-Blo	ocking	
You need	to protect the time dedicated to you	_	
5:00	11:00	5:00	
5:30	11:30	5:30	
6:00	12:00	6:00	
6:30	12:30	6:30	
7:00	1:00	7:00	
7:30	1:30	7:30	
8:00	2:00	8:00	
8:30	2:30	8:30	
9:00	3:00	9:00	
9:30	3:30	9:30	
10:00	4:00	10:00	
10:30	4:30	10:30	
What did I do well t			



Day 33 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:	<u>-</u>	Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). T	Γο put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
The most imp	ortant next step.			
				-
Goal 2:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imr	portant next step:			
	ortain noxt stop.			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 34 Action Plan

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 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

 Circle Month/Day

Morning Routine

Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modern identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY	
Step 1:			
Step 2:			
Step 3:			
Result:			
	Time-Blo	cking	
You need to prote		goals by time-blocking each day.	
:00	11:00	5:00	
:30	11:30	5:30	
:00	12:00	6:00	
:30	12:30	6:30	
:00	1:00	7:00	
30	1:30	7:30	
:00	2:00	8:00	
30	2:30	8:30	
:00	3:00	9:00	
:30	3:30	9:30	
0:00	4:00	10:00	
0:30	4:30	10:30	
What did I do well today			



Day 35 Action Plan

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 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

 Circle Month/Day

Morning Routine

			-	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). T	To put it simply, eating	ng task (the frog) and you the frog is the process of ou do any other work.
Goal 1:				
Weekly objec	tive:			
The most imp	ortant next step:			_
Goal 2:				
Weekly objec	tive:			
	<u> </u>			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	oortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Goal Review and Week 6 Objectives

Each week, review your 90-day goals and break them down into a weekly game plan and put them on your calendar.

Goal 1:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 2:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 3:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
THE MOST IMPORTANT NEXT STEP IS			
If you accomplish only <u>one</u> thir	ng this week	k, what would it nee	ed to be to move your goals forward?
_	_	_	
S	hadov	ving Oppoi	rtunities
What shadowing	g opportuni	ties did you take ac	dvantage of this week?
Open House _	Buy	er Consultation	Listing Presentation
Buyer Showing _	Hom	ne Inspection	Negotiations
Appraisal _	Clos	sing	Inspection
Listing Photos	Fillir	ng out Contracts	CMA



Research and Development

The following section is used to define a new skill or process you plan to study, learn, and develop.

Developing/refining skills will make you progress more efficiently.

What skill or proce	ss do you	ı plan to s	study/lear	n/develo _l	o?				
Why is this importa	int to you	?							_ _
How will you study	/learn/dev	velop?							<u> </u>
I will work on this o	n				I have	e added 1	to my cale	endar 🔲	
		(day)		(time)				(check	<)
goals. Define the hab. At the end of each d weekly total to the t	aỳ, write d	down how	many time	es you per	formed the	e habit ar	nd add the	m up for th	ne
DIL	Guai	IVIOTI.	rues.	vveu.	Tituls.	111.	Sat.	Suil.	1018
What a week that wa did it go right and w course cor	here can	e to reflect you impro	ve. Share	ccesses a this with y	and struggl our Mento	or and dis	cuss if ce	lebration o	
How did I move clo	ser to my	goals thi	s week?						
What did I learn tha	t will help	p me next	week?						<u> </u>
Grade your progres	ss (Circle	one):							_
Made Great Progres	s Mad	le Some P	rogress	Made L	ittle Progre	ess M	lade No P	rogress	



Day 36 Action Plan

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 Circle Month/Day

Morning Routine

Wa	ake-up Time:		Current Time:	
Wa	ater / Coffee / Tea		Cold Shower	
Exe	ercise / Meditation		Eat Breakfast	
Rea	ading		Eat the FROG	
complete the task	first thing in the mor	ning (eating it). 7		ng task (the frog) and you the frog is the process of ou do any other work.
Goal 1:				
Weekly objective):			
The most importa	ant next step:			
Goal 2:				
Weekly objective):			
The most importa	ant next step:			
Goal 3:				
Weekly objective):			
The most importa	ant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY	
Step 1:			
Step 2:			
Step 3:			
Result:			
	Time-Blo	cking	
You need to prote		goals by time-blocking each day.	
:00	11:00	5:00	
:30	11:30	5:30	
:00	12:00	6:00	
:30	12:30	6:30	
:00	1:00	7:00	
30	1:30	7:30	
:00	2:00	8:00	
30	2:30	8:30	
:00	3:00	9:00	
:30	3:30	9:30	
0:00	4:00	10:00	
0:30	4:30	10:30	
What did I do well today			



Day 37 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most inc				
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

Step 1: Step 2: Step 3:			
Step 3:			
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Result:			
	Time-Blo	ocking	
You need	to protect the time dedicated to you	_	
5:00	11:00	5:00	
5:30	11:30	5:30	
6:00	12:00	6:00	
6:30	12:30	6:30	
7:00	1:00	7:00	
7:30	1:30	7:30	
8:00	2:00	8:00	
8:30	2:30	8:30	
9:00	3:00	9:00	
9:30	3:30	9:30	
10:00	4:00	10:00	
10:30	4:30	10:30	
What did I do well t			



Day 38 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	wha
routine will help you take control of your day?	

	routine w	ili rieip you take t	onlinor or your day:	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	ctive:			
The most imp	portant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
0.10				
Goal 3:				
Weekly object	ctive:			
The most im-	nortant novt stan:			
THE HIOST IIII	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

Step 1: Step 2: Step 3:			
Step 3:			
•			
Result:			
	Time-Blo	ocking	
You need	to protect the time dedicated to you	_	
5:00	11:00	5:00	
5:30	11:30	5:30	
6:00	12:00	6:00	
6:30	12:30	6:30	
7:00	1:00	7:00	
7:30	1:30	7:30	
8:00	2:00	8:00	
8:30	2:30	8:30	
9:00	3:00	9:00	
9:30	3:30	9:30	
10:00	4:00	10:00	
10:30	4:30	10:30	
What did I do well t			



Day 39 Action Plan

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 Circle Month/Day

Morning Routine

	7 7	, , , , , , , , , , , , , , , , , , , ,	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the moderate identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
			-
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			_
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 40 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	what
routine will help you take control of your day?	

routine v	viii rieip you lake	control of your day:	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the midentifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			_
			_



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY	
Step 1:			
Step 2:			
Step 3:			
Result:			
	Time-Blo	cking	
You need to prote		goals by time-blocking each day.	
:00	11:00	5:00	
:30	11:30	5:30	
:00	12:00	6:00	
:30	12:30	6:30	
:00	1:00	7:00	
30	1:30	7:30	
:00	2:00	8:00	
30	2:30	8:30	
:00	3:00	9:00	
:30	3:30	9:30	
0:00	4:00	10:00	
0:30	4:30	10:30	
What did I do well today			



Day 41 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). 7	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly objec	tive:			
Th				
i ne most imp	oortant next step:			
Goal 2:				
Weekly objec	tive:			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
i ne most imp	oortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

Step 1: Step 2: Step 3:			
Step 3:			
•			
Result:			
	Time-Blo	ocking	
You need	to protect the time dedicated to you	_	
5:00	11:00	5:00	
5:30	11:30	5:30	
6:00	12:00	6:00	
6:30	12:30	6:30	
7:00	1:00	7:00	
7:30	1:30	7:30	
8:00	2:00	8:00	
8:30	2:30	8:30	
9:00	3:00	9:00	
9:30	3:30	9:30	
10:00	4:00	10:00	
10:30	4:30	10:30	
What did I do well t			



Day 42 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	what
routine will help you take control of your day?	

routino vi	im morp you take t	control of your day.	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the moderate identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

Step 1: Step 2: Step 3:			
Step 3:			
•			
Result:			
	Time-Blo	ocking	
You need	to protect the time dedicated to you	_	
5:00	11:00	5:00	
5:30	11:30	5:30	
6:00	12:00	6:00	
6:30	12:30	6:30	
7:00	1:00	7:00	
7:30	1:30	7:30	
8:00	2:00	8:00	
8:30	2:30	8:30	
9:00	3:00	9:00	
9:30	3:30	9:30	
10:00	4:00	10:00	
10:30	4:30	10:30	
What did I do well t			



Goal Review and Week 7 Objectives

Each week, review your 90-day goals and break them down into a weekly game plan and put them on your calendar.

Goal 1:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 2:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 3:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
THE MOST IMPORTANT NEXT STEP IS			
If you accomplish only <u>one</u> the	ing this week,	what would it ne	ed to be to move your goals forward?
	Shadowi	ing Oppo	rtunities
			dvantage of this week?
Open House	Buyer	Consultation	Listing Presentation
Buyer Showing	Home	Inspection	Negotiations
Appraisal	Closin	g	Inspection
Listing Photos	Filling	out Contracts	CMA



Research and Development

The following section is used to define a new skill or process you plan to study, learn, and develop.

Developing/refining skills will make you progress more efficiently.

What skill or process do you plan to study/learn/develop?									
Why is this importa	ant to you	?							_ _
How will you study	/learn/de	velop?							_ _ _
I will work on this c	on				l have	e added t	to my cale	endar 🔲	
		(day)		(time)				(check	<)
goals. Define the hab At the end of each o weekly total to the i	laỳ, write d	down how	many time	es you per	formed the	e habit ar	nd add the	m up for th	ne
What a week that wa did it go right and w course cor	here can	e to reflect you impro	ve. Share	ccesses a this with y	and struggl our Mento	or and dis	cuss if ce	lebration o	
How did I move clo	ser to my	goals thi	s week?						
What did I learn tha	nt will hel	p me next	week?						<u> </u>
Grade your progres	ss (Circle	one):							
Made Great Progres	s Mad	le Some P	rogress	Made L	ittle Progre	ess M	lade No P	rogress	



Day 43 Action Plan

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 Circle Month/Day

Morning Routine

		7.7	, ,		
Wak	ke-up Time:		Current Time:		
Wat	er / Coffee / Tea		Cold Shower		
Exe	rcise / Meditation		Eat Breakfast		
Rea	ding		Eat the FROG		
What is "EATING THE FROG"? – The idea is that you identify one challenging task (the frog) and you complete the task first thing in the morning (eating it). To put it simply, eating the frog is the process of identifying your most difficult task of the day and completing it before you do any other work.					
Goal 1:					
Weekly objective:					
The most importa	nt next step:				
Goal 2:					
Weekly objective:					
The most important next step:					
Goal 3:					
Weekly objective:					
The most importa	nt next step:				



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		L
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You ne	eed to protect the time dedicated to yo	_
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30
What did I do we	ell today	



Day 44 Action Plan

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 Circle Month/Day

Morning Routine

			-		
	Wake-up Time:		Current Time:		
	Water / Coffee / Tea		Cold Shower		
	Exercise / Meditation		Eat Breakfast		
	Reading		Eat the FROG		
What is "EATING THE FROG"? – The idea is that you identify one challenging task (the frog) and you complete the task first thing in the morning (eating it). To put it simply, eating the frog is the process of identifying your most difficult task of the day and completing it before you do any other work.					
Goal 1:					
Weekly objec	tive:				
The most imp	ortant next step:			_	
Goal 2:					
Weekly objec	tive:				
	<u> </u>				
The most important next step:					
Goal 3:					
Weekly object	tive:				
The most imp	oortant next step:				



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 45 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	wha
routine will help you take control of your day?	

routino vi	im morp you take t	control of your day.	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the moderate identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 46 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). 7	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly objec	tive:			
Th				
i ne most imp	oortant next step:			
Goal 2:				
Weekly objec	tive:			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
i ne most imp	oortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY	
Step 1:			
Step 2:			
Step 3:			
Result:			
	Time-Blo	cking	
You need to prote		goals by time-blocking each day.	
:00	11:00	5:00	
:30	11:30	5:30	
:00	12:00	6:00	
:30	12:30	6:30	
:00	1:00	7:00	
30	1:30	7:30	
:00	2:00	8:00	
30	2:30	8:30	
:00	3:00	9:00	
:30	3:30	9:30	
0:00	4:00	10:00	
0:30	4:30	10:30	
What did I do well today			



Day 47 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most im-	acutant next atom.			
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

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		GOAL REALITY
Step 1:	<u> </u>	
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	d to protect the time dedicated to you	_
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3:00	12:00	6:00
3:30	12:30	6:30
7:00	1:00	7:00
·:30	1:30	7:30
3:00	2:00	8:00
3:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30
What did I do wel	l today	



Day 48 Action Plan

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 Circle Month/Day

Morning Routine

			-	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). T	To put it simply, eating	ng task (the frog) and you the frog is the process of ou do any other work.
Goal 1:				
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The most imp	ortant next step:			_
Goal 2:				
Weekly objec	tive:			
	<u> </u>			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	oortant next step:			



Business Funnel

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6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 49 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most inc				
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
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6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Goal Review and Week 8 Objectives

Each week, review your 90-day goals and break them down into a weekly game plan and put them on your calendar.

Goal 1:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 2:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 3:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
THE MOST IMPORTANT NEXT STEP IS			
If you accomplish only <u>one</u> thir	ng this week	k, what would it nee	ed to be to move your goals forward?
_	_	_	
S	hadov	ving Oppoi	rtunities
What shadowing	g opportuni	ties did you take ac	dvantage of this week?
Open House _	Buy	er Consultation	Listing Presentation
Buyer Showing _	Hom	ne Inspection	Negotiations
Appraisal _	Clos	sing	Inspection
Listing Photos	Fillir	ng out Contracts	CMA



Research and Development

The following section is used to define a new skill or process you plan to study, learn, and develop.

Developing/refining skills will make you progress more efficiently.

What skill or proces	s ao you	ı pıan to s	study/lear	n/aeveio	p r				
Why is this importan	nt to you	?							<u> </u>
How will you study/	earn/de	velop?							
I will work on this or	1				l hav	e added t	o my cal	endar 🔲	_
		(day)		(time)				(chec	k)
goals. Define the habit At the end of each da weekly total to the fa	iỳ, write d	down how	many time	es you pe	rformed th	e habit an	nd add the	em up for t	he
bit	Goal	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	Sun.	То
What a week that was did it go right and we course corr	here can ection is	e to reflect you impro required. I	ve. Share Remembe	ccesses a	and strugg your Ment	or and dis	cuss if ce	lebration c	
	<u>,</u>	9							
What did I learn that	will help	p me next	week?						<u>-</u>
Grade your progres	s (Circle	one):							
Made Great Progress	: Mad	le Some P	rogress	Made L	ittle Progr	ess M	ade No P	rogress	



Day 50 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	what
routine will help you take control of your day?	

routine will help you take control of your day?							
V	Vake-up Time:		Current Time:				
V	Vater / Coffee / Tea		Cold Shower				
E	Exercise / Meditation		Eat Breakfast				
F	Reading		Eat the FROG				
_							
What is "EATING THE FROG"? – The idea is that you identify one challenging task (the frog) and you complete the task first thing in the morning (eating it). To put it simply, eating the frog is the process of identifying your most difficult task of the day and completing it before you do any other work.							
Goal 1:							
Weekly objective	ve:						
The most impo	rtant next step:						
Goal 2:							
Weekly objective	ve:						
The most impo	rtant next step:						
Goal 3:							
Weekly objective	ve:						
- ·							
The most impo	rtant next step:			_			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 51 Action Plan

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 Circle Month/Day

Morning Routine

			-					
	Wake-up Time:		Current Time:					
	Water / Coffee / Tea		Cold Shower					
	Exercise / Meditation		Eat Breakfast					
	Reading		Eat the FROG					
What is "EATING THE FROG"? – The idea is that you identify one challenging task (the frog) and you complete the task first thing in the morning (eating it). To put it simply, eating the frog is the process of identifying your most difficult task of the day and completing it before you do any other work.								
Goal 1:								
Weekly objec	tive:							
The most imp	ortant next step:			_				
Goal 2:								
Weekly objec	tive:							
	<u> </u>							
The most imp	oortant next step:							
Goal 3:								
Weekly object	tive:							
The most imp	oortant next step:							



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

Step 1: Step 2: Step 3:			
Step 3:			
•			
Result:			
	Time-Blo	ocking	
You need	to protect the time dedicated to you	_	
5:00	11:00	5:00	
5:30	11:30	5:30	
6:00	12:00	6:00	
6:30	12:30	6:30	
7:00	1:00	7:00	
7:30	1:30	7:30	
8:00	2:00	8:00	
8:30	2:30	8:30	
9:00	3:00	9:00	
9:30	3:30	9:30	
10:00	4:00	10:00	
10:30	4:30	10:30	
What did I do well t			



Day 52 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most inc				
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
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Day 53 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most inc				
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
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Day 54 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:		
	Water / Coffee / Tea		Cold Shower		
	Exercise / Meditation		Eat Breakfast		
	Reading		Eat the FROG		
complete the		rning (eating it). 7	To put it simply, eating	ng task (the frog) and you g the frog is the process of ou do any other work.	
Goal 1:					
Weekly objec	tive:				
The most imp	oortant next step:				
Goal 2:					
Weekly objec	tive:				
The most imp	oortant next step:				
Goal 3:					
Weekly object	tive:				
The most imp	oortant next step:				



Business Funnel

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		GOAL REALITY	
Step 1:			
Step 2:			
Step 3:			
Result:			
	Time-Blo	cking	
You need to prote		goals by time-blocking each day.	
:00	11:00	5:00	
:30	11:30	5:30	
:00	12:00	6:00	
:30	12:30	6:30	
:00	1:00	7:00	
30	1:30	7:30	
:00	2:00	8:00	
30	2:30	8:30	
:00	3:00	9:00	
:30	3:30	9:30	
0:00	4:00	10:00	
0:30	4:30	10:30	
What did I do well today			



Day 55 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:	<u>-</u>	Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). T	Γο put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
The most imp	ortant next step.			
				-
Goal 2:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imr	portant next step:			
	ortain noxt stop.			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 56 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most inc				
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

Step 1: Step 2: Step 3:			
Step 3:			
•			
Result:			
	Time-Blo	ocking	
You need	to protect the time dedicated to you	_	
5:00	11:00	5:00	
5:30	11:30	5:30	
6:00	12:00	6:00	
6:30	12:30	6:30	
7:00	1:00	7:00	
7:30	1:30	7:30	
8:00	2:00	8:00	
8:30	2:30	8:30	
9:00	3:00	9:00	
9:30	3:30	9:30	
10:00	4:00	10:00	
10:30	4:30	10:30	
What did I do well t			



GRAY HOME INSPECTIONS & GRAY PEST CONTROL



"ACCOUNTABILITY IS THE GLUE THAT TIES COMMITMENT TO THE RESULT."

"ACCOUNTABILITY
SEPARATES THE WISHERS IN
LIFE FROM THE ACTIONTAKERS THAT CARE ENOUGH
ABOUT THEIR FUTURE TO
ACCOUNT FOR THEIR DAILY
ACTIONS"

CONGRATS ON HOLDING YOURSELF
ACCOUNTABLE AND TAKING MASSIVE ACTION!
NEED ANOTHER ACCOUNTABILITY PARTNER? CALL
OR TEXT ME AND LETS DO THIS TOGETHER!
-AUSTIN GRAY
904-868-0587 / PERSONAL

Office@grayinspects.com office@graypestcontrol.com

904-500-PEST (7378)

WWW.GRAYINSPECTS.COM
WWW.GRAYPESTCONTROL.COM

904-500-GRAY (7378)



"A dream doesn't become a reality with magic; it takes sweat, determination, and hard work!" - Collin Powell



Goal Review and Week 9 Objectives

Each week, review your 90-day goals and break them down into a weekly game plan and put them on your calendar.

Goal 1:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 2:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 3:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
THE MOST IMPORTANT NEXT STEP IS			
If you accomplish only <u>one</u> thir	ng this week	k, what would it nee	ed to be to move your goals forward?
_	_	_	
S	hadov	ving Oppoi	rtunities
What shadowing	g opportuni	ties did you take ac	dvantage of this week?
Open House _	Buy	er Consultation	Listing Presentation
Buyer Showing _	Hom	ne Inspection	Negotiations
Appraisal _	Clos	sing	Inspection
Listing Photos	Fillir	ng out Contracts	CMA



Research and Development

The following section is used to define a new skill or process you plan to study, learn, and develop.

Developing/refining skills will make you progress more efficiently.

What skill or proces	s ao you	ı pıan to s	study/lear	n/aeveio	p r				
Why is this importan	nt to you	?							<u> </u>
How will you study/	earn/de	velop?							
I will work on this or	1				l hav	e added t	o my cal	endar 🔲	_
		(day)		(time)				(chec	k)
goals. Define the habit At the end of each da weekly total to the fa	iỳ, write d	down how	many time	es you pe	rformed th	e habit an	nd add the	em up for t	he
bit	Goal	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	Sun.	То
What a week that was did it go right and we course corr	here can ection is	e to reflect you impro required. I	ve. Share Remembe	ccesses a	and strugg your Ment	or and dis	cuss if ce	lebration c	
		9							
What did I learn that	will help	p me next	week?						<u>-</u>
Grade your progres	s (Circle	one):							
Made Great Progress	: Mad	le Some P	rogress	Made L	ittle Progr	ess M	ade No P	rogress	



Day 57 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The				
i ne most imp	portant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 58 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). 7	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly objec	tive:			
Th				
i ne most imp	oortant next step:			
Goal 2:				
Weekly objec	tive:			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
i ne most imp	oortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:	<u> </u>	
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	d to protect the time dedicated to you	_
5:00	11:00	5:00
5:30	11:30	5:30
3:00	12:00	6:00
3:30	12:30	6:30
7:00	1:00	7:00
·:30	1:30	7:30
3:00	2:00	8:00
3:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30
What did I do wel	l today	



Day 59 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	ctive:			
The meet im	navtant navt atanı			
The most imp	portant next step:			
Goal 2:				
Weekly object	ctive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	ctive:			
The most im	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:	<u> </u>	
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	d to protect the time dedicated to you	_
5:00	11:00	5:00
5:30	11:30	5:30
3:00	12:00	6:00
3:30	12:30	6:30
7:00	1:00	7:00
·:30	1:30	7:30
3:00	2:00	8:00
3:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30
What did I do wel	l today	



Day 60 Action Plan

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 Circle Month/Day

Morning Routine

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	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			_
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			_



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	T' BI	• •
Vou no	Time-Blo	_
You nee	ed to protect the time dedicated to yo	ur goals by time-blocking each day.
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30
What did I do we	ll today	
What did I struggle	with today	



Day 61 Action Plan

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 Circle Month/Day

Morning Routine

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Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the moderate identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
			-
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
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Day 62 Action Plan

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 Circle Month/Day

Morning Routine

Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modern identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

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Step 1:		
Step 2:		
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Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
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Day 63 Action Plan

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 Circle Month/Day

Morning Routine

Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modern identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Goal Review and Week 10 Objectives

Each week, review your 90-day goals and break them down into a weekly game plan and put them on your calendar.

Goal 1:				
This week my objective is				
I will work on this goal on			I have added to my ca	lendar 🔲
	(day)	(time)		(check)
Goal 2:				
This week my objective is				
I will work on this goal on			I have added to my ca	lendar 🔲
	(day)	(time)		(check)
Goal 3:				
This week my objective is				
I will work on this goal on			I have added to my ca	lendar 🔲
	(day)	(time)	·	(check)
THE MOST IMPORTANT NEXT STEP IS				
If you accomplish only <u>one</u> th	ing this week,	what would it ne	ed to be to move your goa	ls forward?
	Shadow	ing Oppo	rtunities	
			dvantage of this week?	
Open House	Buyer	Consultation	Listing F	Presentation
Buyer Showing	Home	Inspection	Negotia	tions
Appraisal	Closir	ng	Inspecti	on
Listing Photos	Filling	out Contracts	CMA	



Research and Development

The following section is used to define a new skill or process you plan to study, learn, and develop.

Developing/refining skills will make you progress more efficiently.

What skill or proces	s ao you	ı pıan to s	study/lear	n/aeveio	p r				
Why is this importan	nt to you	?							<u> </u>
How will you study/	earn/de	velop?							
I will work on this or	1				l hav	e added t	o my cal	endar 🔲	_
		(day)		(time)				(chec	k)
goals. Define the habit At the end of each da weekly total to the fa	iỳ, write d	down how	many time	es you pe	rformed th	e habit an	nd add the	em up for t	he
bit	Goal	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	Sun.	То
What a week that was did it go right and we course corr	here can ection is	e to reflect you impro required. I	ve. Share Remembe	ccesses a	and strugg your Ment	or and dis	cuss if ce	lebration c	
		9							
What did I learn that	will help	p me next	week?						<u>-</u>
Grade your progres	s (Circle	one):							
Made Great Progress	: Mad	le Some P	Progress	Made L	ittle Progr	ess M	ade No P	rogress	



Day 64 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:		
	Water / Coffee / Tea		Cold Shower		
	Exercise / Meditation		Eat Breakfast		
	Reading		Eat the FROG		
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.	
Goal 1:					
Weekly object	tive:				
The most im-	acutant next atom.				
The most imp	oortant next step:				
Goal 2:					
Weekly object	tive:				
The most imp	portant next step:				
Goal 3:					
Weekly object	tive:				
The most imp	portant next step:				



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY	
Step 1:			
Step 2:			
Step 3:			
Result:			
	Time-Blo	ockina	
You need t		ur goals by time-blocking each day.	
5:00	11:00	5:00	
5:30	11:30	5:30	
6:00	12:00	6:00	
6:30	12:30	6:30	
7:00	1:00	7:00	
7:30	1:30	7:30	
8:00	2:00	8:00	
8:30	2:30	8:30	
9:00	3:00	9:00	
9:30	3:30	9:30	
10:00	4:00	10:00	
10:30	4:30	10:30	
180 (1111)			
What did I do well to What did I struggle with	,		



Day 65 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most inc				
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY	
Step 1:			
Step 2:			
Step 3:			
Result:			
	Time-Blo	cking	
You need to prote		goals by time-blocking each day.	
:00	11:00	5:00	
:30	11:30	5:30	
:00	12:00	6:00	
:30	12:30	6:30	
:00	1:00	7:00	
30	1:30	7:30	
:00	2:00	8:00	
30	2:30	8:30	
:00	3:00	9:00	
:30	3:30	9:30	
0:00	4:00	10:00	
0:30	4:30	10:30	
What did I do well today			



Day 66 Action Plan

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 Circle Month/Day

Morning Routine

Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modern identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 67 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most inc				
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 68 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:	<u>-</u>	Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). T	Γο put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
The most imp	ortant next step.			
				-
Goal 2:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imr	portant next step:			
	ortain noxt stop.			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

Step 1: Step 2: Step 3:			
Step 3:			
•			
Result:			
	Time-Blo	ocking	
You need	to protect the time dedicated to you	_	
5:00	11:00	5:00	
5:30	11:30	5:30	
6:00	12:00	6:00	
6:30	12:30	6:30	
7:00	1:00	7:00	
7:30	1:30	7:30	
8:00	2:00	8:00	
8:30	2:30	8:30	
9:00	3:00	9:00	
9:30	3:30	9:30	
10:00	4:00	10:00	
10:30	4:30	10:30	
What did I do well t			



Day 69 Action Plan

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 Circle Month/Day

Morning Routine

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	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			_
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			_



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
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10:00	4:00	10:00
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Day 70 Action Plan

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 Circle Month/Day

Morning Routine

	7 7	, , , , , , , , , , , , , , , , , , , ,	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the moderate identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
			-
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

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		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
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6:30	12:30	6:30
7:00	1:00	7:00
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8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Goal Review and Week 11 Objectives

Each week, review your 90-day goals and break them down into a weekly game plan and put them on your calendar.

Goal 1:			
This week my objective is			
I will work on this goal on			I have added to my calendar 🔲
	(day)	(time)	(check)
Goal 2:			
This week my objective is			
I will work on this goal on			I have added to my calendar 🔲
	(day)	(time)	(check)
Goal 3:			
This week my objective is			
I will work on this goal on			I have added to my calendar 🔲
	(day)	(time)	(check)
THE MOST IMPORTANT NEXT STEP IS			
If you accomplish only <u>one</u> th	ing this week,	what would it ne	ed to be to move your goals forward?
,	Shadowi	ing Oppo	rtunities
		•	dvantage of this week?
Open House	Buyer	Consultation	Listing Presentation
Buyer Showing	Home	Inspection	Negotiations
Appraisal	Closin	g	Inspection
Listing Photos	Filling	out Contracts	CMA



Research and Development

The following section is used to define a new skill or process you plan to study, learn, and develop.

Developing/refining skills will make you progress more efficiently.

(time) Track Weral habits that mend then some you performed, company week, company week.	leekly at will resu set the web formed the	Hab It in prog ekly goal habit an	gression to I in the se nd add the	(check oward you econd colui em up for th	r mn. ne
rack We aral habits that and then some you performance, company	leekly at will resu set the wed ormed the are your pe	Hab It in prog ekly goa habit an	Dits gression to I in the se nd add the ce agains	oward you econd colui em up for th	r mn. ne I.
rack We aral habits that and then some you performance, company	leekly at will resu set the wed ormed the are your pe	Hab It in prog ekly goa habit an	Dits gression to I in the se nd add the ce agains	oward you econd colui em up for th	r mn. ne I.
rack We aral habits that and then some you performance, company	leekly at will resu set the wed ormed the are your pe	Hab It in prog ekly goa habit an	Dits gression to I in the se nd add the ce agains	oward you econd colui em up for th	r mn. ne I.
rack We aral habits that and then some you performance, company	at will resu set the we ormed the are your pe	elt in prog ekly goa habit an erforman	gression to I in the se ad add the ce agains	oward you econd colui em up for th t your goal	r mn. ne I.
eral habits tha nn and then s mes you perfo week, compa	at will resu set the we ormed the are your pe	elt in prog ekly goa habit an erforman	gression to I in the se ad add the ce agains	econd colurem up for the tyour goal	mn. ne I.
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re this with yo	our Mentor	and dis	cuss if ce	lebration o	
ber, even sma	all wins ad	ld up to k	big succes	ss!	
?					
r	successes ar re this with yo per, even sm	re this with your Mentor per, even small wins ac	successes and struggles of the re this with your Mentor and dis per, even small wins add up to l	successes and struggles of the previous re this with your Mentor and discuss if ce per, even small wins add up to big succe	successes and struggles of the previous week. Where this with your Mentor and discuss if celebration of oper, even small wins add up to big success!



Day 71 Action Plan

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 Circle Month/Day

Morning Routine

	7 7	, , , , , , , , , , , , , , , , , , , ,				
Wake-up Time:		Current Time:				
Water / Coffee / Tea		Cold Shower				
Exercise / Meditation		Eat Breakfast				
Reading		Eat the FROG				
What is "EATING THE FROG"? – The idea is that you identify one challenging task (the frog) and you complete the task first thing in the morning (eating it). To put it simply, eating the frog is the process of identifying your most difficult task of the day and completing it before you do any other work.						
Goal 1:						
Weekly objective:						
The most important next step:						
			-			
Goal 2:						
Weekly objective:						
The most important next step:						
Goal 3:						
Weekly objective:			_			
The most important next step:						



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 72 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:			
	Water / Coffee / Tea		Cold Shower			
	Exercise / Meditation		Eat Breakfast			
	Reading		Eat the FROG			
complete the		rning (eating it). 7	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.		
Goal 1:						
Weekly objec	tive:					
i ne most imp	oortant next step:					
Goal 2:						
Weekly objec	tive:					
The most imp	oortant next step:					
Goal 3:						
Weekly object	tive:					
i ne most imp	oortant next step:					



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
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Day 73 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:			
	Water / Coffee / Tea		Cold Shower			
	Exercise / Meditation		Eat Breakfast			
	Reading		Eat the FROG			
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.		
Goal 1:						
Weekly object	tive:					
The most important next step:						
The most imp	ortant next step:					
Goal 2:						
Weekly object	tive:					
The most imp	portant next step:					
Goal 3:						
Weekly object	tive:					
The most imp	portant next step:					



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 74 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:			
	Water / Coffee / Tea		Cold Shower			
	Exercise / Meditation		Eat Breakfast			
	Reading		Eat the FROG			
complete the		rning (eating it). 7	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.		
Goal 1:						
Weekly objec	tive:					
i ne most imp	oortant next step:					
Goal 2:						
Weekly objec	tive:					
The most imp	oortant next step:					
Goal 3:						
Weekly object	tive:					
i ne most imp	oortant next step:					



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 75 Action Plan

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 Circle Month/Day

Morning Routine

routine	viii neip you take t	control of your day?				
Wake-up Time:		Current Time:				
Water / Coffee / Tea		Cold Shower				
Exercise / Meditation		Eat Breakfast				
Reading		Eat the FROG				
			_			
What is "EATING THE FROG"? – The idea is that you identify one challenging task (the frog) and you complete the task first thing in the morning (eating it). To put it simply, eating the frog is the process of identifying your most difficult task of the day and completing it before you do any other work.						
Goal 1:						
Weekly objective:						
The most important next step:						
Goal 2:						
Weekly objective:						
The most important next step:						
0						
Goal 3:						
Weekly objective:						
The most important next step:						
The most important next step.						



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY	
Step 1:			
Step 2:			
Step 3:			
Result:			
	Time-Blo	cking	
You need to prote		goals by time-blocking each day.	
:00	11:00	5:00	
:30	11:30	5:30	
:00	12:00	6:00	
:30	12:30	6:30	
:00	1:00	7:00	
30	1:30	7:30	
:00	2:00	8:00	
30	2:30	8:30	
:00	3:00	9:00	
:30	3:30	9:30	
0:00	4:00	10:00	
0:30	4:30	10:30	
What did I do well today			



Day 76 Action Plan

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 Circle Month/Day

Morning Routine

Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the modern identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
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6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
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10:30	4:30	10:30



Day 77 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	what
routine will help you take control of your day?	

		.,,	, , , , , , , , , , , , , , , , , , , ,	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			_
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			_



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
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8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Goal Review and Week 12 Objectives

Each week, review your 90-day goals and break them down into a weekly game plan and put them on your calendar.

Goal 1:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 2:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 3:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
THE MOST IMPORTANT NEXT STEP IS			
If you accomplish only <u>one</u> the	ing this week,	what would it ne	ed to be to move your goals forward?
	Shadowi	ing Oppo	rtunities
			dvantage of this week?
Open House	Buyer	Consultation	Listing Presentation
Buyer Showing	Home	Inspection	Negotiations
Appraisal	Closin	g	Inspection
Listing Photos	Filling	out Contracts	CMA



Research and Development

The following section is used to define a new skill or process you plan to study, learn, and develop.

Developing/refining skills will make you progress more efficiently.

What skill or proce	ss do you	ı plan to s	study/lear	n/develo _l	o?				
Why is this importa	int to you	?							_ _
How will you study	/learn/dev	velop?							<u> </u>
I will work on this o	n				I have	e added 1	to my cale	endar 🔲	
		(day)		(time)				(check	<)
goals. Define the hab. At the end of each d weekly total to the t	aỳ, write d	down how	many time	es you per	formed the	e habit ar	nd add the	m up for th	ne
DIL	Guai	IVIOTI.	rues.	vveu.	Tituls.	111.	Sat.	Suil.	1018
What a week that wa did it go right and w course cor	here can	e to reflect you impro	ve. Share	ccesses a this with y	and struggl our Mento	or and dis	cuss if ce	lebration o	
How did I move clo	ser to my	goals thi	s week?						
What did I learn tha	t will help	p me next	week?						<u> </u>
Grade your progres	ss (Circle	one):							_
Made Great Progres	s Mad	le Some P	rogress	Made L	ittle Progre	ess M	lade No P	rogress	



Day 78 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most im-	acutant next atom.			
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

Step 1: Step 2: Step 3:			
Step 3:			
•			
Result:			
	Time-Blo	ocking	
You need	to protect the time dedicated to you	_	
5:00	11:00	5:00	
5:30	11:30	5:30	
6:00	12:00	6:00	
6:30	12:30	6:30	
7:00	1:00	7:00	
7:30	1:30	7:30	
8:00	2:00	8:00	
8:30	2:30	8:30	
9:00	3:00	9:00	
9:30	3:30	9:30	
10:00	4:00	10:00	
10:30	4:30	10:30	
What did I do well t			



Day 79 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most im-	acutant next atom.			
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 80 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	wha
routine will help you take control of your day?	

routino vi	im morp you take t	control of your day.	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
What is "EATING THE FROG"? – The complete the task first thing in the moderate identifying your most difficult tasks.	orning (eating it).	To put it simply, eating	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
Goal 3:			
Weekly objective:			
The most important next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-B	locking
You need to pro		your goals by time-blocking each day.
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30
1AB (12-11-1-11-11-11-11-11-11-11-11-11-11-11		
What did I do well today What did I struggle with too		



Day 81 Action Plan

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 Circle Month/Day

Morning Routine

			-	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). 7	To put it simply, eating	ng task (the frog) and you the frog is the process of ou do any other work.
Goal 1:				
Weekly objec	tive:			
The most imp	ortant next step:			_
Goal 2:				
Weekly objec	tive:			
	<u> </u>			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	oortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

Step 1: Step 2: Step 3:			
Step 3:			
•			
Result:			
	Time-Blo	ocking	
You need	to protect the time dedicated to you	_	
5:00	11:00	5:00	
5:30	11:30	5:30	
6:00	12:00	6:00	
6:30	12:30	6:30	
7:00	1:00	7:00	
7:30	1:30	7:30	
8:00	2:00	8:00	
8:30	2:30	8:30	
9:00	3:00	9:00	
9:30	3:30	9:30	
10:00	4:00	10:00	
10:30	4:30	10:30	
What did I do well t			



Day 82 Action Plan

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 Circle Month/Day

Morning Routine

Most successful individuals are structured in their morning routine – since we are here for success,	what
routine will help you take control of your day?	

routine	viii neip you take t	control of your day?	
Wake-up Time:		Current Time:	
Water / Coffee / Tea		Cold Shower	
Exercise / Meditation		Eat Breakfast	
Reading		Eat the FROG	
			_
What is "EATING THE FROG"? – The complete the task first thing in the midentifying your most difficult tasks.	orning (eating it).	To put it simply, eatin	g the frog is the process of
Goal 1:			
Weekly objective:			
The most important next step:			
Goal 2:			
Weekly objective:			
The most important next step:			
0			
Goal 3:			
Weekly objective:			
The most important next step:			
The most important next step.			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 83 Action Plan

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 Circle Month/Day

Morning Routine

			-	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). 7	To put it simply, eating	ng task (the frog) and you the frog is the process of ou do any other work.
Goal 1:				
Weekly objec	tive:			
The most imp	ortant next step:			_
Goal 2:				
Weekly objec	tive:			
	<u> </u>			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	oortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 84 Action Plan

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 Circle Month/Day

Morning Routine

			-	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). 7	To put it simply, eating	ng task (the frog) and you the frog is the process of ou do any other work.
Goal 1:				
Weekly objec	tive:			
The most imp	ortant next step:			_
Goal 2:				
Weekly objec	tive:			
	<u> </u>			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	oortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Goal Review and Week 13 Objectives

Each week, review your 90-day goals and break them down into a weekly game plan and put them on your calendar.

Goal 1:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 2:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
Goal 3:			
This week my objective is			
I will work on this goal on			I have added to my calendar
	(day)	(time)	(check)
THE MOST IMPORTANT NEXT STEP IS			
If you accomplish only <u>one</u> thir	ng this week	k, what would it nee	ed to be to move your goals forward?
_	_	_	
S	hadov	ving Oppoi	rtunities
What shadowing	g opportuni	ties did you take ac	dvantage of this week?
Open House _	Buy	er Consultation	Listing Presentation
Buyer Showing _	Hom	ne Inspection	Negotiations
Appraisal _	Clos	sing	Inspection
Listing Photos	Fillir	ng out Contracts	CMA



Research and Development

The following section is used to define a new skill or process you plan to study, learn, and develop.

Developing/refining skills will make you progress more efficiently.

What skill or proces	s do you	ı plan to s	study/lear	n/develo _l	o?				
Why is this importa	nt to you	?							_
How will you study/	learn/de\	velop?							<u> </u>
I will work on this o	n				I hav	e added	to my cal	endar 🔲	_
		(day)		(time)				(check	k)
goals. Define the habit At the end of each da weekly total to the fa	aỳ, write d	down how	many time	es you per	formed th	e habit aı	nd add the	m up for th	he I.
bit					,				Tota
What a week that wa	al It'a tima		Self-R			log of the	provious	wook Who	aro.
What a week that was did it go right and w course corr	here can	you impro	ve. Share	this with	our Ment	or and dis	cuss if ce	lebration o	
How did I move clos	ser to my	goals thi	is week?						
What did I learn that	t will help	p me next	week?						_
Grade your progres	s (Circle	one):							



Day 85 Action Plan

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 Circle Month/Day

Morning Routine

			-	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). 7	To put it simply, eating	ng task (the frog) and you the frog is the process of ou do any other work.
Goal 1:				
Weekly objec	tive:			
The most imp	ortant next step:			_
Goal 2:				
Weekly objec	tive:			
	<u> </u>			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	oortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 86 Action Plan

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 Circle Month/Day

Morning Routine

			-	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). 7	To put it simply, eating	ng task (the frog) and you the frog is the process of ou do any other work.
Goal 1:				
Weekly objec	tive:			
The most imp	ortant next step:			_
Goal 2:				
Weekly objec	tive:			
	<u> </u>			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	oortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 87 Action Plan

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 Circle Month/Day

Morning Routine

Wa	ake-up Time:		Current Time:	
Wa	ater / Coffee / Tea		Cold Shower	
Exe	ercise / Meditation		Eat Breakfast	
Rea	ading		Eat the FROG	
complete the task	first thing in the mor	ning (eating it). 7		ng task (the frog) and you the frog is the process of ou do any other work.
Goal 1:				
Weekly objective):			
The most importa	ant next step:			
Goal 2:				
Weekly objective):			
The most importa	ant next step:			
Goal 3:				
Weekly objective):			
The most importa	ant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 88 Action Plan

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 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it).	To put it simply, eating	ing task (the frog) and you g the frog is the process of ou do any other work.
Goal 1:				
Weekly object	tive:			
The most im-	acutant next atom.			
The most imp	oortant next step:			
Goal 2:				
Weekly object	tive:			
The most imp	portant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	portant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	ocking
You nee	ed to protect the time dedicated to you	
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30



Day 89 Action Plan

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 Circle Month/Day

Morning Routine

			-	
	Wake-up Time:		Current Time:	
	Water / Coffee / Tea		Cold Shower	
	Exercise / Meditation		Eat Breakfast	
	Reading		Eat the FROG	
complete the		rning (eating it). 7	To put it simply, eating	ng task (the frog) and you the frog is the process of ou do any other work.
Goal 1:				
Weekly objec	tive:			
The most imp	ortant next step:			_
Goal 2:				
Weekly objec	tive:			
	<u> </u>			
The most imp	oortant next step:			
Goal 3:				
Weekly object	tive:			
The most imp	oortant next step:			



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY
Step 1:		
Step 2:		
Step 3:		
Result:		
	Time-Blo	•
You need	to protect the time dedicated to you	ur goals by time-blocking each day.
5:00	11:00	5:00
5:30	11:30	5:30
6:00	12:00	6:00
6:30	12:30	6:30
7:00	1:00	7:00
7:30	1:30	7:30
8:00	2:00	8:00
8:30	2:30	8:30
9:00	3:00	9:00
9:30	3:30	9:30
10:00	4:00	10:00
10:30	4:30	10:30
What did I do well	todov	
what did I do well	ilouay	
What did I struggle w	ith today	



Day 90 Action Plan

 JAN
 FEB
 MAR
 APR
 MAY
 JUN
 JUL
 AUG
 SEP
 OCT
 NOV
 DEC

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 31

 Circle Month/Day

Morning Routine

	Wake-up Time:		Current Time:		
	Water / Coffee / Tea		Cold Shower		
	Exercise / Meditation		Eat Breakfast		
	Reading		Eat the FROG		
What is "EATING THE FROG"? – The idea is that you identify one challenging task (the frog) and you complete the task first thing in the morning (eating it). To put it simply, eating the frog is the process of identifying your most difficult task of the day and completing it before you do any other work.					
Goal 1:					
Weekly objec	tive:				
Th					
The most important next step:					
Goal 2:					
Weekly objective:					
The most important next step:					
Goal 3:					
Weekly object	tive:				
The most imp	portant next step:				



Business Funnel

The left side of the funnel represents your goal and the right side represents reality.

		GOAL REALITY	
Step 1:			
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Step 3:			
Result:			
	Time-Blo	cking	
You need to prote		goals by time-blocking each day.	
:00	11:00	5:00	
:30	11:30	5:30	
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:30	12:30	6:30	
:00	1:00	7:00	
30	1:30	7:30	
:00	2:00	8:00	
30	2:30	8:30	
:00	3:00	9:00	
:30	3:30	9:30	
0:00	4:00	10:00	
0:30	4:30	10:30	
What did I do well today			



Congratulations!

Congratulations on completing this Mentorship Development Plan! Let's take a moment and look back to see where you started, and to see how far you have come. Self-reflection will help with the following:

- Increase awareness of overall progress.
- Identify progress, opportunities, barriers, and self-limiting behaviors/beliefs.
- Inform and shape future actions and plans.

Take a moment to answer the following questions and discuss with your Mentor.

Self-Reflection Questionnaire

Goal 1:	
Did you achieve this goal (yes / no)?	If NO, what percent complete is it?
What are you most proud of with respect to pro	ogress on this goal?
Did I make the most of the opportunities availa	ble to me, explain?
On a scale of 1-10, how well did I protect my tir	ne via time blocking, for this goal?
What necessary action did you continue to avo	id, and what was the impact on your progress?
How can you better leverage time, resources, o	or people to make this task easier to complete?
Can you implement a system to improve efficie	ency? If so, what would that look like?



Was this a worthwhile goal and does it still align with your values?			
Will you continue to track this goal moving forwa	rd? If not, what goal will be taking its place?		
	_		
Goal 2:			
Did you achieve this goal (yes / no)?	If NO, what percent complete is it? %		
What are you most proud of with respect to progr	ress on this goal?		
	-		
Did I make the most of the opportunities available	e to me explain?		
The Finance and most of the opportunities available	, to me, explain.		
On a scale of 1-10, how well did I protect my time			
What necessary action did you continue to avoid,	and what was the impact on your progress?		
How can you better leverage time, resources, or p	people to make this task easier to complete?		
Can you implement a system to improve efficience	cy? If so, what would that look like?		
_	_		
Was this a wanthoubile made and does it atill alimn			
Was this a worthwhile goal and does it still align	with your values?		
Will you continue to track this goal moving forwa	rd? If not, what goal will be taking its place?		



Goal 3:	
Did you achieve this goal (yes / no)?	If NO, what percent complete is it?
What are you most proud of with respect to pr	ogress on this goal?
Did I make the most of the opportunities availa	able to me, explain?
On a scale of 1-10, how well did I protect my ti	me via time blocking, for this goal?
What necessary action did you continue to avo	oid, and what was the impact on your progress?
How can you better leverage time, resources,	or people to make this task easier to complete?
Can you implement a system to improve efficient	ency? If so, what would that look like?
Was this a worthwhile goal and does it still alig	gn with your values?
Will you continue to track this goal moving for	ward? If not, what goal will be taking its place?

"Progress always involves risks. You can't steal second base and keep your foot on first"

Frederick B. Wilcox





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ABOUT "GPC" WHO WE ARE

We provide pest control, termite, rodent exclusion & mosquito suppression. We have a unique perspective on the real estate industry and offer services to our real estate partners such as spot treatments and rodent proofing to help get homes to the closing table. We provide no cost termite prevention on ALL listings which is an added value of working with Gray Pest & Home.

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Congrats on your progress!!

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