

100 POINT DAY



TASK DESCRIPTION	POINT VALUE	AMOUNT EARNED
Attend Team Meeting/Training	5	
Watch Recorded Trainings on PHT Trainings Youtube	5	
Update Lead Statuses	5	
Outbound Prospecting (1 Hour)	10	
Appointment Set	5	
Appointment Met	10	
Farm Follow Up Boss Pond Lead (Per 1 Hour)	1	
Send Batch Email in Follow Up Boss	1	
Send Text/Email to Leads/Daily List in Follow Up Boss	1	
Door Knock (1 Hour)	10	
Send Video to Lead/Past Client	1	
Send Market Update Batch Email to Clients or Leads	3	
Past Client Conversation	2	
Add 1 Person to PCSOI Database	1	
Hand-written Card Sent	1	
Open House	15	
Video Post on Social Media (Per Platform)	5	
Static Post on Social Media (Per Platform)	2	
Receive Review (Google, Facebook, Zillow)	1	
Offer Written	5	
Listing Appointment	20	
Buyer Consultation	15	
Buyer Showings (Per Client)	5	
Buyer Representation Signed	10	
Listing Agreement Signed	25	
Closing	10	
Agent Recruit Meeting	5	
Zero Emails in Inbox	10	
Exercise (30 Minute Minimum)	20	
Read/Podcast/Audio Book (30 Minute Minimum)	20	
Written Plan for Next Day	2	
TOTAL		