

September 23, 2018 - September 29, 2018

September 2018

Su	Mo	Tu	We	Th	Fr	Sa
						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						

October 2018

Su	Mo	Tu	We	Th	Fr	Sa
	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			

	23 Sun	24 Mon	25 Tue	26 Wed	27 Thu	28 Fri	29 Sat			
							Mike out of			
7 am		Start Time (R)	Start Time (R)	Start Time (R)	Start Time (R)	Work on Michael	Start Ti			
		Prep for Pipel	Prep for Tues		Prep for Thur					
8 ⁰⁰		Mornin TBD Calls	Daily TI	Mornin TBD Calls	Daily TI	Daily TBD Rev	POWER HOUR	Daily TI	Mornin TBD Calls	Daily TI
				Weekly Manager Dustin's office Michael Smalle						
9 ⁰⁰		Pipeline Meet	Prep for Tues							
			Weekly LP I N	Weekly Team	Weekly LP II I	Friday	LP II En			
10 ⁰⁰		Mornin TBD Calls @ 10:00	Monda	Tuesday Pipeline Status Update Calls (NO CALLS DURING THIS TIME OTHER Michael Smalle	Business Development Calls POWER	Thursday Realtor Prospecting POWER Hour (NO CALLS DURING THIS TIME OTHER	Morning TBD Calls @ 10:00			
11 ⁰⁰				Monthly Realtor Lunch & Learn @ 11:30 Innovation Michael Smalle		Thursday LO Coaching @ 12:00	Realtor Lunch @ 12:00			
12 pm		Realtor Lunch @ 12:00	Realtor Lunch @ 12:00							
1 ⁰⁰			Afternoon TBD Calls @ 1:30	Afternoon TBD Calls @ 1:30						
2 ⁰⁰		Afternoon Realtor / TBD Calls @ 2:00 (CALL REALTORS FROM TOP 50 LIST AND THEIR TBD'S)				Afternoon TBD Calls @ 2:00	Afternoon TBD Calls @ 2:00			
3 ⁰⁰										
4 ⁰⁰										
5 ⁰⁰		Finish work 1	Finish work 1	Finish work 1	Finish work 1	Finish work 1				
6 ⁰⁰										