

DONE
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1. Daily 10/4 – develop your lead generation habit

Complete your Daily 10/4 daily!

Write notes on the homes you previewed and bring to class to share

Report out – be prepared to share your Daily 10/4 results in class

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2. Extend your learning

Practice scripts with a partner

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3. Prepare for Negotiations – watch a KW Master

Watch: *Negotiating* (27:30 mins)



Watch: *Negotiate Win-Win Agreements* (8:25 mins)



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4. Get Acquainted with Common Negotiation Issues – with scripted responses

Download from Ignite on KWUConnect, the Script Book and specifically *Negotiation Scripts*. Study these scripts and be prepared to use them in class

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5. Follow up – with previous Power Session

Complete activities from the Action Plan in the previous Power Session

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6. Grow your database – with your current contacts

Bring your prepared contact list and your laptop/tablet to the next Ignite class

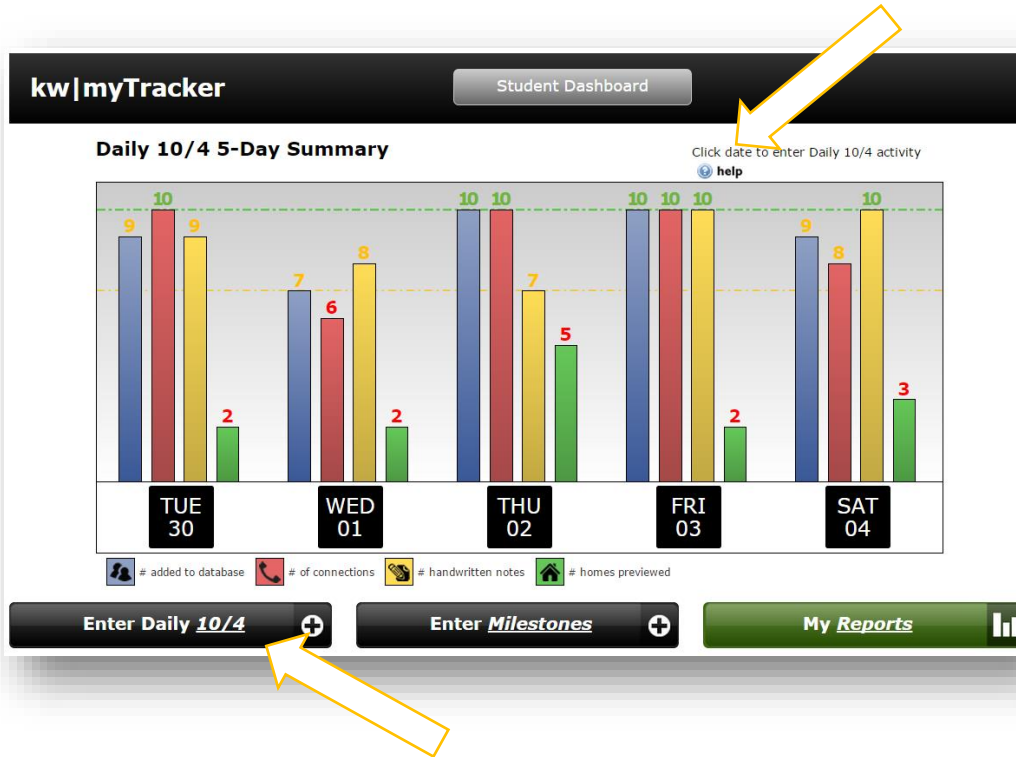
*Access videos from KWUConnect.com, Ignite. Need help? Contact your Technology Coordinator or Tech Ambassador in your Market Center, or email support@kw.com.



Instructions for myTracker

Using your smartphone, tablet, or laptop, go to Daily104.com (or www.Daily104.com). You will be asked to sign in with your kw.com login if you're not already signed in.

Read the instructions on how to use myTracker by clicking on "help" on myTracker (see arrow).



Click on "Enter Daily 10/4" in the lower left corner and enter your activities for the day.

The screenshot shows the 'Enter Daily 10/4' form on a mobile device. The form is titled 'Enter Daily 10/4 for 07/18/2015' and includes a 'Change Date' link. It contains four numbered tasks, each with a progress bar and a star icon:

1. Add 10 to database: 0 stars
2. Make 10 connections: 0 stars
3. Write 10 notes: 0 stars
4. Preview 10 homes/week: 0 stars

At the bottom, there is a 'Save' button and a link that says 'Also want to Enter Milestones?'.

