

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

Bring a supply of notecards, business cards, and stamps for handwritten notes

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2. Extend your learning

Practice scripts with a partner

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3. Gather your tools

Create a list of names to call in Power Session 6 Real-Play and **bring** to class

Download “Prepare for Your Open Home” checklist for sellers

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4. Work the listing

Watch video series on **KWLS and Greensheet**



Watch: *Staging the Home* series (33:28 mins)



Watch: *Get Ready for Your Open House* (7:16 mins)



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5. Follow up – with previous Power Session

Complete activities from the Action Plan in the previous Power Session

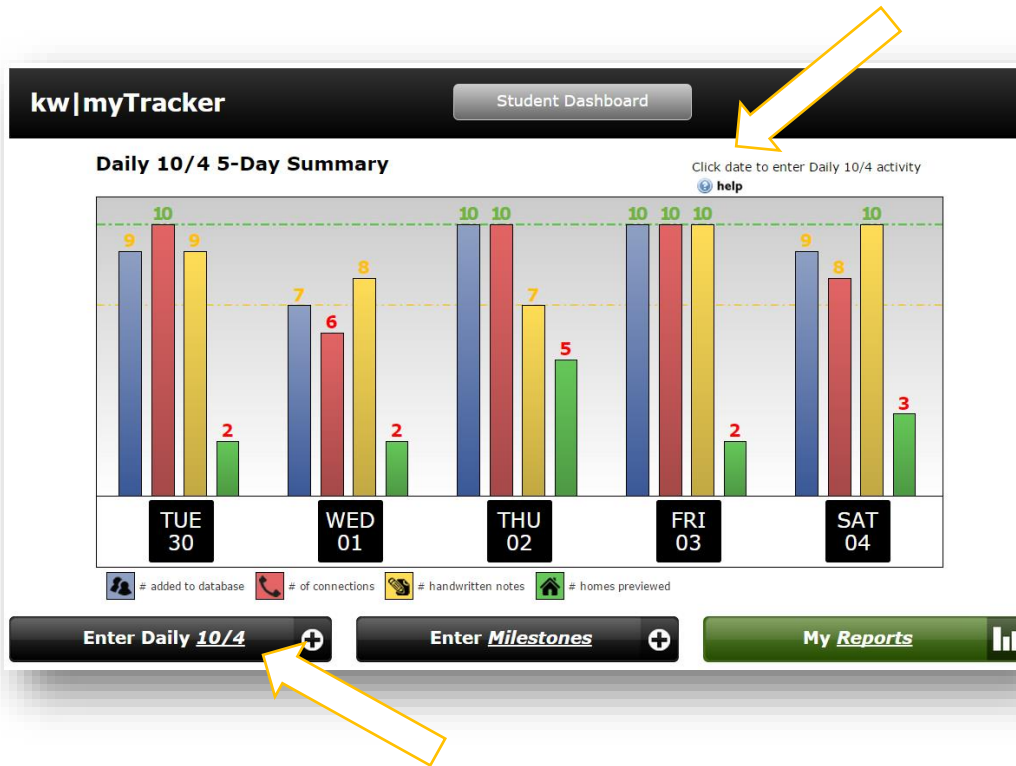
*Access videos from KWUConnect.com, Ignite. Need help? Contact your Technology Coordinator or Tech Ambassador in your Market Center, or email support@kw.com.



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 for 07/18/2015' screen. It features four activity categories, each with a progress bar and a star icon:

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

Buttons: Save, Also want to Enter Milestones?

