

100-No Challenge: Activity Tracker

The Rule: Success isn't a miracle; it's namby-pamby consistency. Your goal is to get 100 "Nos" as fast as possible. You cannot get to 100 "Nos" without accidentally finding the "Yes" that changes your life.

The Goal

Make **1–2 new connections** every single month, consistently and persistently.

The Script for "Listing" an Agent

"On a scale of 1–10, what grade would you give your real estate career today? What would it take to make it a 10? If real estate could be perfect, what is the one thing you would change?"

Why This Works for You (The Leader)

- **Leverage:** You are spending 20% of your time on "Freedom Money" (long-term wealth) while others spend 100% on the hustle.
- **Ease of Access:** Real estate agents are everywhere, advertising their phone numbers and begging for calls—they are easier to "list" than houses.
- **Massive Scale:** With over 20 million agents worldwide, we have barely scratched the surface. The biggest producers haven't even joined yet.

The Tracker

Mark off a box every time you have a conversation that ends in a "No" or "Not yet."

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 ☐	32 ☐	33 ☐	34 ☐	35 ☐	36 ☐	37 ☐	38 ☐	39 ☐	40 ☐
41 ☐	42 ☐	43 ☐	44 ☐	45 ☐	46 ☐	47 ☐	48 ☐	49 ☐	50 ☐
51 ☐	52 ☐	53 ☐	54 ☐	55 ☐	56 ☐	57 ☐	58 ☐	59 ☐	60 ☐
61 ☐	62 ☐	63 ☐	64 ☐	65 ☐	66 ☐	67 ☐	68 ☐	69 ☐	70 ☐
71 ☐	72 ☐	73 ☐	74 ☐	75 ☐	76 ☐	77 ☐	78 ☐	79 ☐	80 ☐
81 ☐	82 ☐	83 ☐	84 ☐	85 ☐	86 ☐	87 ☐	88 ☐	89 ☐	90 ☐
91 ☐	92 ☐	93 ☐	94 ☐	95 ☐	96 ☐	97 ☐	98 ☐	99 ☐	100 ☐

Solo to Architect Scripts:

Open-Ended Questions that get the conversation started:

Buyer:

Hey! I hope your home-buying journey is going well. Are you still in the researching phase, or have you started visiting open houses?

Hello! Have you considered any specific features or amenities you'd like to have in your new home? This can help narrow down your search.

Hey! Are you open to renovating a fixer-upper, or are you looking for a move-in ready home? It's good to know your preferences.

Seller:

Have you considered the potential impact of market conditions, such as buyer demand and inventory, on the sale of your property?

Good afternoon! Have you researched different marketing channels, such as social media and online listings, to promote your property?

Are you aware of any unique features or selling points of your property that can be highlighted in the listing?

Bonus Question:

Have you considered the potential tax implications of selling your property, such as capital gains taxes?