

100 POINT DAILY SUCCESS CHECKLIST

DAILY POINTS MINIMUM = 100

WORK POINTS	PT VALUE	EARNED
Team repost/Social media post	2	
Moving The Needle	2	
Past client touch	2	
Calls (1 point each call)	2	
Ask for referral	5	
Video to client	5	
Zero past dues tasks	10	
Client showings	10	
Offer written	10	
Monthly accountability check-in	10	
All notes up to date in CRM	10	
Zero emails in inbox	15	
First showing	15	
Attend role play	15	
Buyer agreement	15	
Buyer appointment/opportunity	15	
Get Zillow/FB/Yelp/Google review	15	
Closing	20	
Deal pended	20	
Listing appointment	25	
Grand open house	25	
LIFE POINTS		
Read (30 min minimum)	20	
Exercise (30 min minimum)	20	

TOP 3 THINGS TO DO:

1.

2.

3.

WIN(S):

NEEDS IMPROVEMENT:

NAME: DATE:

YEAR GOAL: \$ YTD: \$

DIFFERENCE: \$ PENDING:

APPOINTMENTS

NAME	DATE	TIME	NOTES

SHOWINGS TODAY

NAME	DATE	TIME	NOTES