

WEST + MAIN

Back to School Business Challenge

SCORECARD

ACCOUNTABILITY PARTNER:

_____ 10 pts Create 10 Email Templates to Streamline Your Client Communication

_____ 5 pts Sign up for 5 industry newsletters

_____ 4 pts Subscribe to 3 industry podcasts

_____ 5 pts Flip your inbox: unsubscribe from 5 newsletters

_____ 5 pts Save 5 auto property searches for yourself

_____ 10 pts Add 10 people to your Mailchimp Audience

_____ 10 pts Start your West + Main Home Magazine list

_____ 4 pts Plan your Q3 pop-bys

_____ 5 pts Add Blocks/Save the Dates in your calendar:

_____ 4 pts Check in on your 2021 Biz plan...or create one for Q3/Q4!

_____ 10 pts Read or listen to these books

_____ 3 pts Bookmark these Company Resources

_____ 5 pts Ask 5 People for Testimonials

_____ 5 pts Write 5 Reviews for businesses/professionals you have personally used/loved

_____ 5 pts Complete a Perfect Week sheet + trade with friend/accountability partner

_____ 10 pts Show or Preview 20 properties: 1-20 Addresses

_____ Total *Rockstar A+ : 95-100 • Great Job - A 90-95 • Solid effort: 80-85*