

The One Thing

Do one of these things every day to generate deal flow.

Tick these off as you go - one thing, each day!

M T W T F S S

1. Email the list
2. Call a prospect
3. Mail a letter to a prospect
4. Mail a sample to a prospect
5. Call an inactive client
6. Do a webinar, podcast, interview, speak
7. Call or email a JV partner
8. Touch base in a NEW way with an 'A List' prospect
9. Email or SMS 'A List' client for update
10. Personal letter or email
11. Send a video to a prospect (personal)