


Click the  icon to access videos and reading assignments.

DONE v

**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**

**Share** your Big Why and Value Proposition with five friends or family members (to affirm in your own mind and garner support)

**Practice** scripts with a partner

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**3. Gather your tools – and bring to class**

**Download** and print the Ignite **Prelisting Presentation** for Sellers—from Ignite on KWConnect

**Download** and print the Ignite **Listing Presentation** for Sellers— from Ignite on KWConnect

**Create** a list of names to call in Power Session 4 Real-Play and **bring** to class

**Bring** copies of scripts used in sessions 1 and 2 for use in this session

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**4. Prepare for a listing appointment**

**Watch:** *Create a System to Secure Listings* (5:30 mins)




**Watch:** *Listing Presentation – Bruce Hardie* (16:06 mins)



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**5. Follow up – with previous Power Session**

**Complete** activities from the Action Plan in the previous Power Session

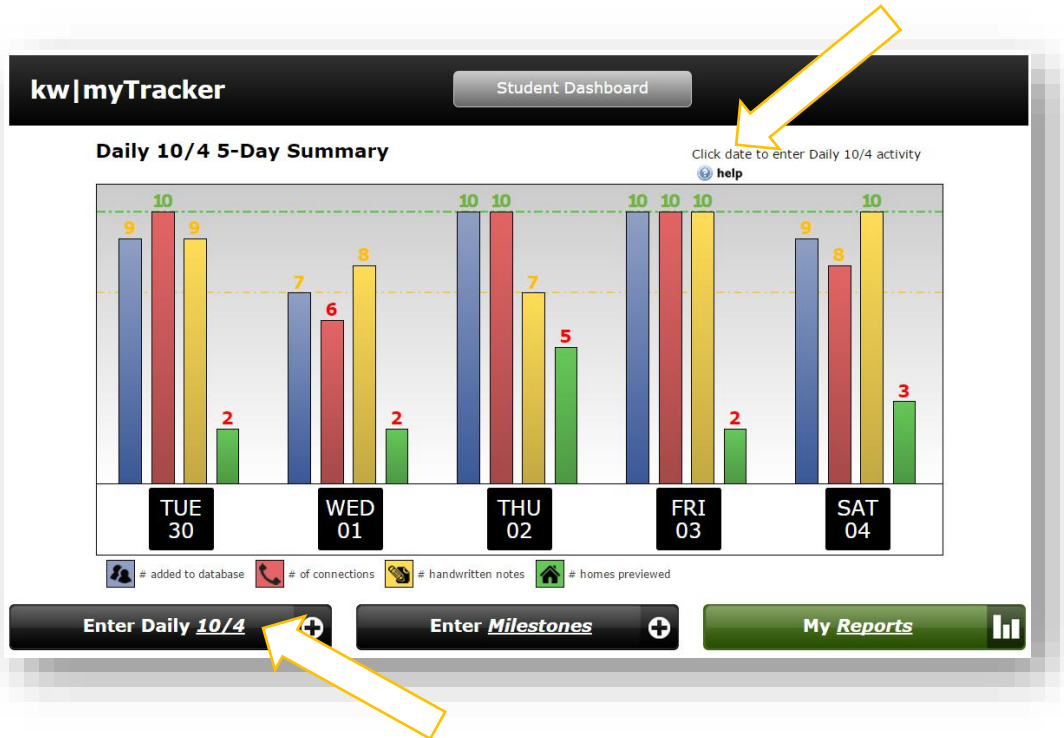
\*Access videos from [KWConnect.com](http://KWConnect.com), Ignite. Need help? Contact your Technology Coordinator or Tech Ambassador in your Market Center, or email [support@kw.com](mailto:support@kw.com).



# Instructions for myTracker

Using your smartphone, tablet, or laptop, go to Daily104.com (or [www.Daily104.com](http://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' form. It includes a 'Change Date' link and 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.

At the bottom, there is a 'Save' button and a link: 'Also want to Enter Milestones?'.

