


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

DONE V

2. Extend your learning

Study your local market statistics and be prepared to discuss in class

Practice scripts with a partner

DONE V

3. Gather your tools

Prepare a list of names to call in Power Session 5 Real-Play and **bring** to class

Bring your laptop/tablet to class—you'll use it to access your MLS to create a CMA - Comparative Market Analysis.

DONE V

4. Prepare for a listing appointment II

Watch *Mega Camp 2014 Sellers* (29:25 mins)



DONE V

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

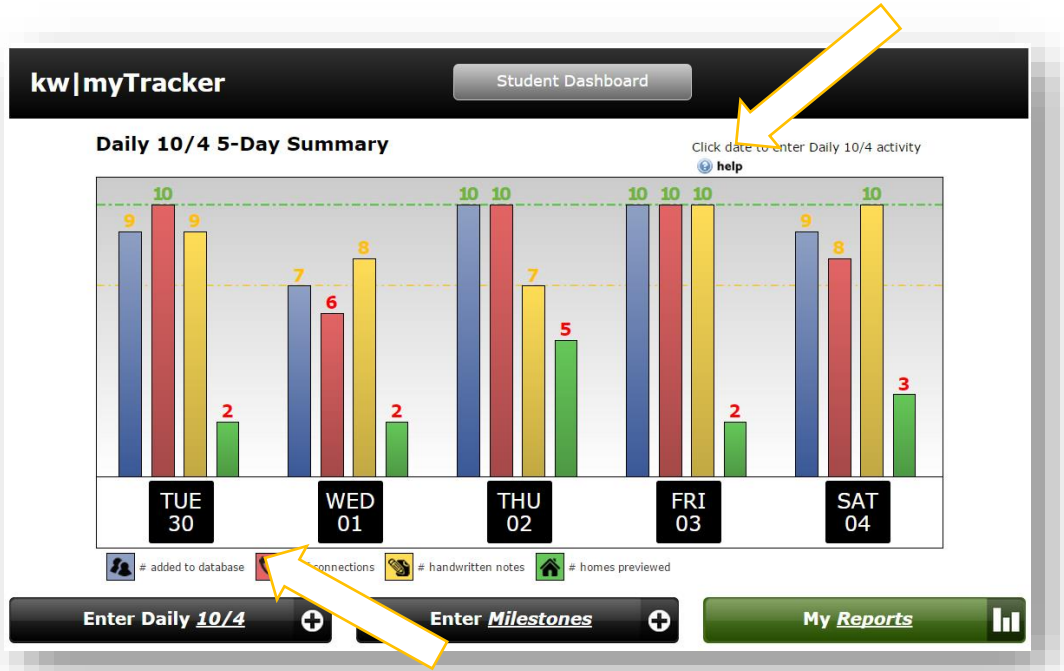
Complete activities from the Action Plan in the previous Power Session

*Access videos from KWConnect.com, Ignite. Need help? Contact your Technology Coordinator or Tech Ambassador in your Market Center, or email support@kw.com.

Instructions for myTracker

Using your smartphone, tablet, or laptop, go to Daily104.com (or 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' form for 07/18/2015. It includes a 'Change Date' button 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 to 'Also want to Enter Milestones?'.

