

# October 2007

October 2007							November 2007						
S	M	T	W	T	F	S	S	M	T	W	T	F	S
7	1	2	3	4	5	6	4	5	6	7	1	2	3
14	8	9	10	11	12	13	11	12	13	14	15	16	17
21	15	16	17	18	19	20	18	19	20	21	22	23	24
28	22	23	24	25	26	27	25	26	27	28	29	30	
	29	30	31										

Monday	Tuesday	Wednesday	Thursday	Friday	Sat/Sun
October 1	2	3	4	5	6
		8:30am TIME MANAGEMENT			8:00am PAST CLINTS AND CENTER OF INFLUENCE
8	9	10	11	12	13
6:00pm Cold Calling	8:30am PROSPECTING				8:00am PRE-QUALIFING
15	16	17	18	19	20
6:00pm Cold Calling	8:30am PAST CLINTS AND CENTER OF INFLUENCE				8:00am LEAD FOLLOW-UP
22	23	24	25	26	27
6:00pm Cold Calling	8:30am PRE-QUALIFING				8:00am LISTING PRESENTATION
29	30	31			
6:00pm Full and Part Time Meeting					

# November 2007

November 2007							December 2007						
S	M	T	W	T	F	S	S	M	T	W	T	F	S
				1	2	3							1
4	5	6	7	8	9	10	2	3	4	5	6	7	8
11	12	13	14	15	16	17	9	10	11	12	13	14	15
18	19	20	21	22	23	24	16	17	18	19	20	21	22
25	26	27	28	29	30		23	24	25	26	27	28	29
							30	31					

Monday	Tuesday	Wednesday	Thursday	Friday	Sat/Sun
			November 1	2	3 8:00am PRICING PROPERTY
					4
5	6 6:00pm Cold Calling	7 8:30am LEAD FOLLOW-UP	8	9	10 8:00am HANDLING OBJECTIONS
					11
12	13 6:00pm Cold Calling	14 8:30am LISTING PRESENTATION	15	16	17 8:00am CLOSING SKILLS
					18
19	20 6:00pm Cold Calling	21 8:30am PRICING PROPERTY	22 Thanksgiving Day	23 Thanksgiving	24 Thanksgiving
					25
26	27 6:00pm Full and Part Time Meeting	28	29	30	

# December 2007

December 2007						
S	M	T	W	T	F	S
2	3	4	5	6	7	1
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

January 2008						
S	M	T	W	T	F	S
6	7	1	2	3	4	5
13	14	8	9	10	11	12
20	21	22	23	24	25	26
27	28	29	30	31		

Monday	Tuesday	Wednesday	Thursday	Friday	Sat/Sun
					December 1 8:00am WORKING WITH BUYERS and NE
					2
3	4	5	6	7	8
	6:00pm Cold Calling	8:30am HANDLING OBJECTIONS and CLOSING SKILLS			9
10	11	12	13	14	15
	6:00pm Cold Calling	8:30am NEGOTIATING			8:00am ADMINISTRATION AND STAFFING
					16
17	18	19	20	21	22
	6:00pm Cold Calling	8:30am WORKING WITH BUYERS			8:00am CUSTOMER SERVICE
					23
24	25	26	27	28	29
	8:30am Christmas Day				No Meeting
					30
31					

# January 2008

January 2008							February 2008						
S	M	T	W	T	F	S	S	M	T	W	T	F	S
		1	2	3	4	5						1	2
6	7	8	9	10	11	12	3	4	5	6	7	8	9
13	14	15	16	17	18	19	10	11	12	13	14	15	16
20	21	22	23	24	25	26	17	18	19	20	21	22	23
27	28	29	30	31			24	25	26	27	28	29	

Monday	Tuesday	Wednesday	Thursday	Friday	Sat/Sun
	January 1, 2008	2	3	4	5 8:00am BUSINESS PLANNING
					6
7	8 6:00pm Cold Calling	9 8:30am ADMINISTRATION AND STAFFING	10	11	12 8:00am TRACKING NUMBERS
					13
14	15 6:00pm Cold Calling	16 8:30am CUSTOMER SERVICE	17	18	19 8:00am PRACTICING SCRIPTS AND DEVELOPING SKILLS
					20
21	22 6:00pm Cold Calling	23 8:30am BUSINESS PLANNING and TRACKING NUMBERS	24	25	26 8:00am MINDSET
					27
28	29 6:00pm Full and Part time Meeting	30	31		

