

Week 2	<ul style="list-style-type: none"> • Weekly 1 on 1 • Prospecting as per your plan • Call back those who received your intro letter from week 1 • Arrange to attend sales meetings at neighbouring McGrath offices (regularly) to introduce yourself • Attend 3 auctions and 3 OFI's (McGrath & others) • Review OFI checklist (MARS/SALES FILES and MTV OFI clip) • Go to 3 listing appointments with a senior agent to observe/learn • USP test with sales manager- you must know it by now 100% • Role play listing presentation with sales manager x2 • Contact FSBO and expired listings (and track them) • 5 face to face buyer appointments • Add 10 people min. to your data base • Join or set up a business/networking group (local business owners etc) • Research competing agents in your BDA (attend OFI's, research their sales and listings etc) • Watch 3 clips on MTV from Prospecting and 3 from LISTING categories • MARS practice (see you CC and MARS Champion) • Track every new listing within your BDA • Create your listing case studies (template on MARS/SALES FILES) • Role play expectation meeting with sales manager (MARS/SALES FILES and MTV) • Goal for week 2 – book 2 KTI's (some KTI's will eventually turn into listings) 	<div style="border: 1px solid black; height: 100%; width: 100%;"></div>
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Week 3	<ul style="list-style-type: none"> • Weekly 1 on 1 • Prospecting as per your plan (letters, follow up calls, networking and working with hot buyers should now be part of your weekly routine) • Have 5 face to face buyer appointments • Attend 3 auctions and 3 OFI's • Watch MTV clips from different categories (your choice, min 4) • Track every new listing in your BDA • Add 10 people to your data base • Practice your USP, listing presentation and expectation meeting • Review OFI and Auction checklist (MARS/SALES FILES) • Role play objections with sales manager and or senior sales people (they fire the objections, you answer them). (Refer also objections category on MTV and Scripts section of Fast Track manual). • Role play listing presentation and expectation meeting with sales manager (1 x each) • Goal for week 3 – book 4 KTI's (some KTI's will eventually turn into listings) 	<div style="border: 1px solid black; height: 100%; width: 100%;"></div>
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