

HUNT



 <p>EACH TEAM MEMBER DO 50 RAPID CMAS TO SOI (MUST USE HOMEBOT OR TMT WEBSITE AUTOMATOR (NO ZILLOW) AND SEND SCREENSHOT TO SELLER VIA TEXT/EMAIL)</p> <p>**IF ONLY ONE TEAM MEMBER COMPLETES, 150 CMAS TO BE COMPLETED BY 1 TEAM MEMBER**</p>	<p>TEAM - MAIL AT LEAST 60 HANDWRITTEN NOTES ABOUT THE MARKET TO SELLERS IN 1 WEEK</p> 	 <p>EACH TEAM MEMBER TAKE AT LEAST 10 PAST CLIENTS OR SPHERE MEMBERS OUT (COFFEE, LUNCH, ETC.) - INDIVIDUAL MEETINGS ONLY (NOT INCLUDING MENTEES) - NO GROUPS</p> <p>**IF ONLY ONE TEAM MEMBER COMPLETES, 30 MEETINGS TO BE COMPLETED BY 1 TEAM MEMBER**</p>	 <p>TEAM - GET 10 DIFFERENT AGENTS TO ATTEND A FFM MASTERMIND/SCRIPT BATTLE/TEAM MEETING/EXP EXPLAINED WEBINAR/ATTRACTION EVENT YOU HOST</p> <p>(SEND SCREENSHOT OF GUEST(S) ON THE ZOOM TO KAELA)</p>	<p>TEAM - DO 10 HOURS OF DEDICATED LEAD GENERATION FOR <u>NEW BUSINESS</u> TOGETHER IN <u>1 WEEK</u> (EX: LEAD POND, CIRCLE PROSPECTING, VULCAN7, ETC.) - IF NOT TOGETHER IN THE SAME ROOM, TIME DOES NOT COUNT</p> <p>*PRO TIP: GET LEAD GEN ACTIVITY APPROVED BY KAELA FIRST*</p> 
 <p>EACH TEAM MEMBER GO LIVE ON FACEBOOK OR INSTAGRAM 5 TIMES & TELL A SELLER/BUYER WIN STORY</p> <p>**IF ONLY ONE TEAM MEMBER COMPLETES, 15 VIDEOS TALKING ABOUT A WIN TO BE POSTED BY 1 TEAM MEMBER**</p> 	<p>EACH TEAM MEMBER SEND 40 CMAS TO HOME OWNERS IN THEIR LIFE USING THE CMA A DAY STRATEGY FOUND IN THE TMTAGENT HUB.</p> <p>**IF ONLY ONE TEAM MEMBER COMPLETES, 120 CMAS BY 1 TEAM MEMBER**</p> 	<p>TEAM - DOOR KNOCK AT LEAST 200 DOORS WITH BROCHURES/FLYERS AND PROMOTION IN <u>1 WEEK</u></p> <p>*PRO TIP: COULD DOOR KNOCK FOR BUYER NEED TOO*</p> 	 <p>EACH TEAM MEMBER GETS (10) 5-STAR REVIEWS ON TEAM GOOGLE, FACEBOOK OR ZILLOW</p> <p>**IF ONLY ONE TEAM MEMBER COMPLETES, 30 REVIEWS NEEDED BY 1 TEAM MEMBER**</p>	<p>TEAM - MAIL OR HAND-DELIVER 300 LETTERS ON BEHALF OF YOUR BUYERS TO SELLERS IN <u>1 WEEK</u></p> 
 <p>TEAM - LIST (SIGN LISTING AGREEMENT) AT LEAST 5 HOMES FROM SOI/PERSONAL LEAD SOURCES (MIN. COMMISSION ALLOWED TO QUALIFY IS 4% LISTING FEE)</p>	<p>EACH TEAM MEMBER DOES 20 POP-BYS TO PAST CLIENTS OR REFERRAL PARTNERS/VIPS AT THEIR HOME OR OFFICE WITH MIN \$10 GIFT AND ASK FOR A REFERRAL</p> <p>**IF ONLY ONE TEAM MEMBER COMPLETES, 60 POP-BYS REQUIRED BY 1 TEAM MEMBER**</p> 	 <p>CREATE AN AWESOME TEAM NAME</p>	 <p>EACH TEAM MEMBER TO HOST 1 HOME BUYER OR SELLER WORKSHOP WITH MINIMUM 5 ATTENDEES (IN-PERSON OR VIRTUAL)</p> <p>**IF ONLY ONE TEAM MEMBER COMPLETES, 3 WORKSHOPS WITH 15 ATTENDEES REQUIRED BY 1 TEAM MEMBER**</p>	 <p>TEAM - POST 30 VIDEOS 30 SECONDS OR <u>LESS</u> TALKING ABOUT THE REAL ESTATE WORLD (EX: EDUCATIONAL, WINS, STRATEGIES, CURRENT EVENTS, SOCIAL PROOF, ETC.)</p> <p>(MUST POST TO 2 OF THE 3: FB, INSTA OR TIKTOK AND ALSO SHARE IN A STORY ON THE CHOSEN PLATFORMS)</p>
 <p>EACH TEAM MEMBER MAILS 30 HAND-WRITTEN NOTES TO PEOPLE IN THEIR LIFE TELLING THEM HOW MUCH THEY MEAN TO YOU AND WHY.</p> <p>*PRO-TIP: DON'T FORGET ABOUT YOUR TEAM MEMBERS :)</p> <p>**IF ONLY ONE TEAM MEMBER COMPLETES, 90 HANDWRITTEN NOTES THANKING PEOPLE BY 1 TEAM MEMBER**</p>	 <p>TEAM - GET 6 ACCEPTED OFFERS (EACH TEAM MEMBER MUST HAVE AT LEAST 1 ACCEPTED OFFER TO COMPLETE THIS BOX)</p>	 <p>TEAM - GET 2 AGENTS TO DESIGNATE ONE OF YOU AS THEIR SPONSOR AT EXP</p> 	 <p>EACH TEAM MEMBER SENDS 100 DMS/PMS/TEXTS TO SOI ASKING THEM WHAT THEIR "MAKE ME MOVE" PRICE IS OR 250 DMS/PMS/TEXTS REMINDING THEIR SOI THAT THEY ARE A REALTOR (IN A CLEVER WAY)</p> <p>**IF ONLY ONE TEAM MEMBER COMPLETES, 300 MAKE ME MOVE OR 600 SOI DMS**</p>	<p>EACH TEAM MEMBER TO ORGANIZE 2 EVENTS (GUYS/GIRLS NIGHT, BOWLING, TOP GOLF, HAPPY HOUR, ETC.) WITH SOI - MUST HAVE 5 PEOPLE ATTEND EACH EVENT - NO DUPLICATE PEOPLE</p> <p>**IF ONLY ONE TEAM MEMBER COMPLETES, 6 EVENTS HOSTED WITH 5 ATTENDEES BY 1 TEAM MEMBER**</p>
 <p>TEAM - DO (20) 1.5+ HOUR OPEN HOUSES (EACH TEAM MEMBER CAN ONLY DO 1 AT A NEW CONSTRUCTION PROPERTY PER DAY)</p>	 <p>TEAM - SPOTLIGHT 6 BUSINESSES/BUSINESS PARTNERS ON SOCIAL MEDIA (MUST DO INTERVIEW VIDEO WITH BUSINESS OWNER)</p>	<p>TEAM - CALL NIGHT (AFTER 5PM & TYLER MILLER TEAM CALL NIGHTS EXCLUDED) WITH A MINIMUM OF 30 PHONE CONVOS (NOT TEXTS) ABOUT THE MARKET. (IF NOT TOGETHER IN THE SAME ROOM, TIME DOES NOT COUNT)</p> 	 <p>EACH TEAM MEMBER CALLS 250 LEADS IN THE LEAD POND (CALLS MUST BE MADE THROUGH LOFTY)</p> <p>**IF ONLY ONE TEAM MEMBER COMPLETES, 700 DMS/PMS/TEXTS TO SPHERE BY 1 TEAM MEMBER**</p>	 <p>TEAM - RECEIVE 50 LEADS FROM BUSINESS PARTNERS (FRIENDS/FAMILY/SOI DOES NOT COUNT - MUST BE BUSINESS PARTNERS)</p>

- 1) TO QUALIFY, ALL TEAM MEMBERS OF THEIR TEAM MUST PARTICIPATE AND CONTRIBUTE TO THE CHALLENGE.
- 2) MUST MAKE ALL CALLS/TEXTS VIA LOFTY
- 3) FOR TEAMS OF 3, THE NUMBERS IN RED NEED TO BE MULTIPLIED BY 1.5 (EX: 40 X 1.5 = 60 - THE TEAM OF 3 WOULD NEED 60 TO COMPLETE THAT SPACE)
- 4) NO CHEATING. THIS IS ON YOUR HONOR. NO DOUBLING UP ON ACTIVITIES TO ACCOMPLISH MORE THAN ONE AT THE SAME TIME.
- 5) EACH TEAM THAT GETS A CLASSIC BINGO WILL RECEIVE A QUARTER ADMIN FEE (\$200) ON THEIR NEXT NEW SALE.
- 6) THE TEAM WITH THE MOST BOXES CHECKED, WINS! EACH MEMBER OF THE WINNING TEAM RECEIVES \$1,500.00 ON THEIR NEXT NEW PENDING SALE. MUST HAVE 1 CLASSIC BINGO TO QUALIFY
- 7) CONTEST DURATION: SEPT 9TH - OCT 13TH
- 8) WINNERS WILL BE ANNOUNCED AT TEAM MEETING ON OCT 15TH

TEAMS: BRADY | ELI MAX | AMELIA NATHAN | HEIDI KODY | LAUREN JORDAN | RILEY ANNESSA | BRIANNA

COREY | BRIDGE NATE | BROOKE FELESHIA | JACK LEAH | MADISON KERRI | ZELLY