



Your Quick Start Programme Workbook

28 Lessons on the Art of Working in Real Estate

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Quick Start 

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Welcome to Quick Start

This workbook came about from feedback from participants of the Quick Start Programme.

They told us that although they loved the online system, it would be great to have a workbook to note appropriate scripts, dialogues, things to be done, and tasks to be carried forward.

There is a suggested daily plan that has been taken off the 7-day planner, that is both online and in this workbook. Then there is room for you to use the suggested layout to design your actual day. Obviously office culture, training times, caravan times and general meeting times will change the way your daily schedule can operate.

If you complete this workbook, then at the end of the programme, you will have a manual that you have written on how to succeed in this business.

We wish you luck and success as you use Quick Start™ to get you moving fast, towards mastery. There is a lot to know but you have taken the first step towards absolute success.

Warmest regards



Peter Gilchrist and the Quick Start Team



Orientation Checklist

Who to go to for what in the office	Helped By:	Done
Desk		☐
Chair		☐
Car park issue		☐
Passwords		☐
Formal meeting times through the week		
Training		☐
Caravan		☐
Name on in/out board		☐
Phone		
How to use		☐
Inter office transfer		☐
Putting someone on hold		☐
Correct phrase to answer outside calls		☐
Toll call policy and how to make them		☐
Messages – How taken where left		☐
Office set up		
Office keys		☐
Front door		☐
Back door		☐
Lock box keys issued		☐
Fax machine operation		☐
Message book operation		☐
Photocopier operation and policy and pin number		☐
Binder operation		☐
Mail folder operation		☐
Mail procedure		☐
Cost		☐
Deadlines		☐
Where are envelopes kept		☐
Window enquiry – How does it work		☐
Copy office standards		☐
Copy office rules		☐
Basic Listing Trail		
Get a copy of the listings held by the company		☐
Where are general forms for listing and selling kept		☐
Listing forms		☐
Authorities		☐
Contracts		☐
Clause booklets		☐
Titles – where – instruction		☐
What happens once the listing is taken		☐
Photos – how taken, by whom		☐
Sign's up – who by – prodecure		☐
Sign's printed – how – who by		☐
List of current listings		☐
Videos		

Orientation Checklist

	Helped By:	Done
Advertising		
Where		☐
Deadlines		☐
Costs (covered later on)		☐
Caravan		
Deadlines		☐
Procedure		☐
Referral		☐
Referral form		☐
% paid		☐
System		☐
Open home starter kit		
Flag and pole		☐
Arrows for streets		☐
Signs for outside house's		☐
Register for visitors		☐
Farm area		
Number of house's		☐
Boundaries		☐
Rules for canvassing		☐
Promotional material		
What is available from your company / franchise		☐
Cards ordered		☐
Photo taken		☐
Post cards		☐
Profile available		☐
Advertising options		☐
Pamphlets available		☐
Videos available		☐
Photos on signs		☐
Names on signs		☐
Client base		
How do I get people on. The format for info		☐
How do I update it		☐
Flyers available		☐
Video – library, books, franchise manuals available		☐
Online resources / CRM		☐
Technology		
Is your phone good enough		☐
Access to the management programme		☐
Training on the management program		☐
e-mail address / access / passwords		☐
Login to Scripts Club		☐

The Weekly Planner

Mon		Tue		Wed		Thur		Fri		Sat		Sun	
8:00		8:00		8:00		8:00		8:00		8:00		8:00	
8:30		8:30		8:30		8:30		8:30		8:30		8:30	
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Evening		Evening		Evening		Evening		Evening		Evening		Evening	

Notes

Day 1

- If you are already working in the office then, spend time with your manager. Then leave them for the day. End this meeting by making another time to meet before the close of business.
- They will tell you who is going to take you through the orientation checklist.
- Get organized for Quick Start, i.e. get computer, sound etc. all organized.
- Where are you going to do this?
- Go through the orientation checklist in bulk. Allow a minimum of 2 hours for this.
- Start putting things into “block” time in your daily planners. Do not do this in bits of time.
- Watch the video’s and listen to the audio’s in Lesson 1
- Note the 7-day plan for this first week on the previous page.
- Carry anything not done forward until tomorrow.
- Reconvene with your manager and bring up any issues that arose from today’s orientation.

To learn anything, you must put aside the safety of your ignorance.
(Richard Bach)



Suggested Day

8:00	
8:30	
9:00	Time with manager
9:30	
10:00	
10:30	
11:00	Orientation
11:30	
12:00	
12:30	Lunch to think
1:00	
1:30	
2:00	
2:30	
3:00	Complete Orientation
3:30	
4:00	
4:30	Meet with your manager
5:00	
5:30	
6:00	
6:30	
7:00	
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8:00	
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9:00	



Design Actual Day

8:00	
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Notes

[illegible]

Questions for the manager / mentor



Day 2

- If you are already employed then meet with your manager first thing. Then leave them for the day. Ask them for a copy of their presentation to compare with the Quick Start one.
- Allow time to do anything you did not get done yesterday. Put in your daily planner now.
- Download the presentation off Quick Start.
- Watch the videos in lesson 2 of the programme and read through the notes
- Ask about buddying up with someone who wants to role play the presentation with you over the next week or so. No one?? Maybe someone in another office nearby, in your franchise.
- You need to 'block' training on your computer management system. This needs to be over several days so organize it today. Again do not do this in 5 minute bits.
- Remember to put time in your days to role play. (Tomorrow allow an hour!)
- Meet with the manager again. Bring up anything that needs clarification.
- Organize tomorrow. Put anything you have not got done today in there.

Find a role play buddy today! Ask your manager / mentor who could work with you!
You could also ask a friend or family member to role play.



Suggested Day

8:00

8:30 Meet with your manager

9:00 Housekeeping meeting

9:30

10:00 Manager

10:30 Quick Start

11:00

11:30

12:00

12:30 Lunch to think

1:00 Role play practice

1:30

2:00 System training

2:30

3:00

3:30

4:00

4:30

5:00

5:30 Meet with your manager

6:00

6:30

7:00

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8:00

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9:00



Design Actual Day

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Notes

[illegible]

Questions for the manager / mentor



Day 3

- If you are already employed, meet your manager early (you may have caravan).
- If you go on caravan, make sure to sit in the car with an experienced sales person.
- If you don't have caravan use that time for Quick Start.
- Really get into Quick Start today. Make sure you complete all parts.
- Watch all the video's in Lesson 3.
- Answer all the questions in the exam book.
- There are 2 role plays to do.
- Get questions marked by your manager or mentor.
- Download the audio bonus to your phone. This is a classic that many top performers swear by
- Meet with your manager, if you are already employed, if not, just start practising over and over.

Anything worth being
good at takes practice!



Suggested Day

8:00 Meet with your manager

8:30 Caravan

9:00

9:30

10:00

10:30

11:00 Quick Start

11:30

12:00

12:30 Lunch to think

1:00

1:30

2:00

2:30

3:00

3:30

4:00 Role play practice

4:30

5:00

5:30 Meet with your manager

6:00 Quick Start

6:30

7:00

7:30

8:00

8:30

9:00



Design Actual Day

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[illegible]

A photograph showing a person from the chest up, wearing a dark suit jacket over a light blue shirt and a dark tie. The person's face is completely obscured by a large, rectangular, blank white sheet of paper that they are holding with both hands. Their hands are visible at the left and right edges of the paper. The background is a plain, light-colored surface.

Day 4

- If you are already employed, meet your manager early today. Then leave them.
- Watch videos the video's on the presentation, and the bonus video on using ipads and laptops for presentation.
- Answer all questions in the exam booklet.
- There are role plays to do today. Get organized and comfortable to do them. There are more to come.
- **THIS IS A SIGNIFICANT POINT IN QUICK START > SKIP THIS ROLE PLAY TIME AND QUICK START'S EFFECTIVENESS GOES DOWN BY 50%.**
- Your presentation should be taking shape by now. If not, discuss with your manager. If not appropriate, talk to us.
- Call your lawyer and accountant and tell them where you are working now. Be sure and tell them you need help to find listings.
- Meet with your manager again, and ask for an example of one of their pre-listing kits. If you are not employed, ask us for an example of one.
- Design tomorrow and carry anything not done, forward.

Forget about faith. You don't need faith to fly. You need to understand flying.
(Richard Bach)



Suggested Day

8:00

8:30 Meet with your manager

9:00 Quick Start

9:30

10:00

10:30

11:00

11:30

12:00

12:30 Lunch to think

1:00

1:30

2:00 System training

2:30

3:00

3:30

4:00

4:30

5:00

5:30 Meet with your manager

6:00

6:30

7:00

7:30

8:00

8:30

9:00



Design Actual Day

8:00

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[illegible]

Day 5

- If you are already employed, meet with your manager. Discuss how your presentation preparation is going.
- Attend training or use that time to do Quick Start.
- Finish all tasks not done in the week so far.
- Watch all the video's in Lesson 5 of the programme.
- Listen to audios and download them to your phone.
- Find a list of the homes your company is opening tomorrow.
- **DO NOT DO OPEN DAYS FOR ANYONE IN YOUR COMPANY (at this moment) UNLESS IT IS ABSOLUTELY NECESSARY!**
- See what auctions your company (and your opposition) is running on the weekend. Book them in on Saturday or Sunday's planner to go and watch them.
- Call your bank manager and tell them where you are and that you need to find listings.
- Sit quietly at the end of the day and go back over the week so far. Carry anything you can't get done forward in your planner for next week.

The Japanese say it is 80%
planning and 20%
execution



Suggested Day

8:00

8:30 Training (company)

9:00

9:30

10:00

10:30

11:00 Manager

11:30 Quick Start

12:00

12:30 Lunch to think

1:00 Role play practice

1:30

2:00

2:30

3:00

3:30

4:00 Quick Start

4:30

5:00 Top up and reflect

5:30

6:00 Meet with your manager

6:30

7:00

7:30

8:00

8:30

9:00



Design Actual Day

8:00

8:30

9:00

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10:00

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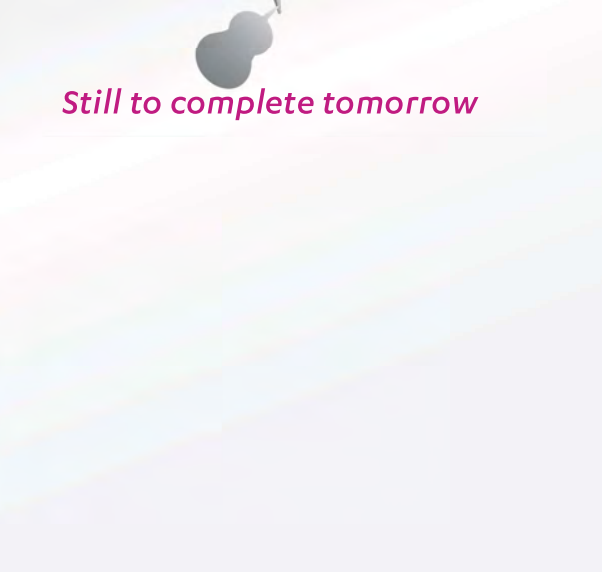
7:00

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9:00

A red pushpin is pinned to the top center of a white rectangular piece of paper. The paper is slightly tilted and has a soft shadow beneath it. The text "Still to complete tomorrow" is written in a magenta, italicized font in the upper middle section of the paper. The background is a light gray gradient.

Still to complete tomorrow

[illegible]

Day 6

- (Technically Saturday)
- **You can call your manager and ask how to describe your market! If you aren't employed, then do some research – google the area!**
- Use the morning to tidy up anything not done from the week.
- Visit open days for your company and competitors.
- Definitely attend auctions of your company and others today.
- Watch the videos in Lesson 6, plus the 2 bonus videos.
- Download the audio to your phone or ipod.
- Listen to your bonus scripts and dialogues that you downloaded a couple of days ago, as you drive around.
- Call 5 lawyers who are into conveyancing. Find something to give them and introduce yourself.
- Sit today with your partner (at home) and explain what you have done so far and where this is heading.

If you want a place in the sun, prepare to put up with a few blisters



Suggested Day

8:00

8:30 Visit past sales

9:00

9:30

10:00

10:30 Your company opens

11:00

11:30

12:00

12:30

1:00 Other company opens

1:30

2:00

2:30 Any auctions of any companies

3:00

3:30

4:00

4:30

5:00

5:30

6:00

6:30

7:00

7:30

8:00

8:30

9:00



Design Actual Day

8:00

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9:00

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10:00

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11:00

11:30

12:00

12:30

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9:00



Notes

[illegible]

Questions for the manager / mentor



Day 7

- (Technically Sunday)
- We are getting into pricing now.
- Watch all the video's in Lesson 7
- Answer all questions and **DO ALL ROLE PLAYS.**
- **STAY WITH THIS MODULE UNTIL YOU HAVE IT. IT IS VERY IMPORTANT.**
- Other suggestions:
 - Make time in the coming week, to go and visit 20 past sales made by your company. More would be better. It is ok to actually knock on the door and ask if you may have a look through. This way your knowledge of prices skyrockets.
 - Compare the asking prices and the selling prices, and note the difference.
 - Make a time to interview two local valuers this week. (Offer them morning tea.)
 - Ask them how they see prices overall in the area. Going up, going down?
 - What has happened in the last year? Anything else you need to know that they can think of?
- Last thing today, plan tomorrow. It is a large day. Make sure there is time to do the role plays. Things are heating up. **DO NOT GET BUSY ON OTHER STUFF!**

Never, never, ever give up
(Winston Churchill)



Suggested Day

8:00

8:30

9:00

9:30

10:00

10:30

11:00 Auctions & opens

11:30

12:00

12:30

1:00

1:30

2:00

2:30 Family time

3:00

3:30

4:00

4:30

5:00

5:30

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6:30

7:00

7:30

8:00

8:30

9:00



Design Actual Day

8:00 -

8:30 -

9:00 -

9:30 -

10:00 -

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11:00 -

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6:00 -

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7:00 -

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9:00 -

[illegible]

The Weekly Planner

Mon		Tue		Wed		Thur		Fri		Sat		Sun	
8:00		8:00		8:00		8:00		8:00		8:00		8:00	
8:30		8:30		8:30		8:30		8:30		8:30		8:30	
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Evening		Evening		Evening		Evening		Evening		Evening		Evening	

Notes

Day 8

- If you are employed, meet with the manager.
- **Huge day, Stay on it.**
- Watch all the video's in Lesson 8.
- Study intently the additional Scripts and dialogues in this lesson.
- Download the audios to your iphone or ipod.
- **DON'T MOVE ON UNTIL YOU HAVE A COMPLETE UNDERSTANDING OF ALL OF THIS!!!**
- If you are employed, talk to your manager about the ad campaigns your company runs. Get him/her to take you through this information. Put them together so you can come back to them when you want to. Study until you know them. Otherwise, go to some local agencies and get some advertising materials – do some internet surfing on them too!
- Study your company ads compared with other companies. Make sure they fit into the rules Peter has taught you on the video clips. Start collecting flyers that come in the post and look out for ads in magazines and newspapers.
- Talk to the number one agent in your company about how they sell advertising.
- Make sure you have demo ads in your listing kit and what is appropriate as a demo.

No end goal here. You have no idea how well you can do at this business. You just have to put in the work!

them



Suggested Day

8:00

8:30 Meet with manager

9:00

9:30

10:00

10:30 Quick Start

11:00

11:30

12:00

12:30

1:00

1:30

2:00

2:30

3:00

3:30

4:00

4:30 Talk with number 1 agent

5:00 Sort out demo ads

5:30

6:00

6:30

7:00

7:30

8:00

8:30

9:00



Design Actual Day

8:00

8:30

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9:00



Notes

[illegible]

Questions for the manager / mentor



Day 9

- If you are employed, meet with your manager.
- **WHY US is possibly the most important module in the whole of Quick Start.**
- You are new... You must get this right.
- Watch all the video's in Lesson 9
- Notice what successful people do. What do successful people say in their profiles?
- If you are employed, ask your manager for information on your franchise and company, that you can use in your profile. i.e. how many people, how many offices, how much real estate sold last year etc.
- Practice this over and over until you have got it.

Good habits take no more effort than bad habits. Make sure yours are good habits.



Suggested Day

8:00

8:30 Meet with manager

9:00

9:30

10:00

10:30 Quick Start

11:00

11:30

12:00

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1:30

2:00

2:30

3:00

3:30

4:00

4:30 Role play practice

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Design Actual Day

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Notes

[illegible]

Questions for the manager / mentor



Day 10

- Caravan? Meet the manager beforehand, if you are employed.
- Watch all the video's in Lesson 10.
- Make sure you have completed all of the Lessons to date.
- **THIS IS ALSO A MASSIVE LESSON. SPEND TIME ON IT. GO OVER AND OVER IT UNTIL YOU HAVE IT.**
- Put time in tomorrow to recap on anything you have not done so far.
- Good time to go and see 20 other exclusives that your company has, or look through your local paper to see who has some exclusive listings, and go and have a look, learn from them!

There are no fairy godmothers or free lunches. Work with passion, it will show results like nothing else.



Suggested Day

8:00	Meet with manager
8:30	
9:00	
9:30	Caravan
10:00	
10:30	
11:00	
11:30	Quick Start
12:00	
12:30	
1:00	
1:30	
2:00	
2:30	
3:00	
3:30	
4:00	Quick Start and Role play practice
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Design Actual Day

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[illegible]

Day 11

- If you are employed, meet with your manager. Talk about open days. What you have got. What you still need from the orientation list.
- Watch the video's in Lesson 11.
- Read all additional material.
- Practice today.
- Arrange time to talk to your auctioneer. Taking them to lunch is a good idea.
- Take the no 1 auction lister in your company to lunch.
- Immerse yourself in auction
- Offer to run auctions for other sales people in the company.
- Today decide the house you will present on, (for sale,) to your manager. Use your own if it is easy. If you are not employed yet, call the manager from the recruitment evening and ask to come and present. Or call our support team to assist.

If your ship is not coming in, swim out to it.



Suggested Day

8:00

8:30 Meet with manager

9:00

9:30

10:00

10:30 Quick Start

11:00

11:30

12:00

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4:00 Role play practice

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Design Actual Day

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[illegible]

A photograph showing a person from the chest up, wearing a dark suit jacket over a light blue shirt. They are holding a large, rectangular, blank white sheet of paper in front of their face, completely obscuring it. The person's hands are visible at the edges of the paper. The background is plain white.

Day 12

- If you are employed, meet with your manager. Ask if he/she is doing any price adjustment meetings, auction reserve meetings that you can attend. Either today or on the weekend (might be before an auction)
- Training day, or use that time to practice anything you don't have complete mastery of.
- **THIS IS AUCTION GOLD.**
- **THE EDUCATION STATEMENT YOU ARE LEARNING HAS CREATED THOUSANDS OF AUCTIONS.**
- Book the weekend auctions, both yours and other companies, in your diary.
- Make sure you have all you need to present marketing to a potential vendor.
- Watch the video's in Lesson 12
- In 2 days you should be finished your presentation and ready to do a full role play to your manager. If you are not employed yet, call the manager and ask to come and present. Or contact our support team to arrange a role play
- **HOW IS IT GOING??** Call us if you are stuck!

The best way to predict the future? Invent it now!



Suggested Day

8:00

8:30

9:00

9:30 Training

10:00

10:30

11:00

11:30

12:00 Quick Start

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3:30

4:00 Presentation preparation

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Design Actual Day

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Notes

[illegible]

Questions for the manager / mentor



Day 13

- (Technically Saturday)
- Go and visit open days. Attend auctions.
- **STARTING TO GET TECHNICAL NOW. DON'T SKIP HERE. THIS WORKS!!**
- Setting reserves links straight into re pricing as well.
- Watch and focus on the video's here! They are important.
- Ask around if any agent or the manager is doing a reserve set or reprice this weekend. Attend and watch.
- If there are auctions on today, ask if you can stay close to the auctioneer and observe.
- Watch Peter's favourite video if you have not done so already.
- If you are not employed yet, use this as a reason to visit the office and ask for help.

The greatest mistake you can make in life is to be continually fearing you will make one.



Suggested Day

8:00

8:30

9:00

9:30 Quick Start

10:00

10:30

11:00

11:30

12:00 Visit opens & observe auctions

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Notes

[illegible]

Questions for the manager / mentor



Day 14

- Have some time off today.
- Good day though to watch the video's in Lesson 14.
- Finish putting your advertising packages together.
- Overview your progress on the full presentation.
- **IT'S TIME TO PUT IT ALTOGETHER.**
- **MAKE TIME TO PRESENT TO YOUR MANAGER TOMORROW.**
- Do a full presentation dry run in front of a mirror or with your partner.
- Write personal notes to all those you spoke to today.
- Again, great time to visit the office and check in if you are not yet employed.

There are no mistakes
with this. Only learning.



Suggested Day

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9:00

9:30 Quick Start

10:00

10:30

11:00

11:30

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4:00 Practise full presentation

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Design Actual Day

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[illegible]

A photograph showing a person from the chest up, wearing a dark suit jacket over a light blue shirt. They are holding a large, blank white rectangular sheet of paper in front of their face, completely obscuring it. The background is plain white.

The Weekly Planner

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Notes

Day 15

- If you are employed, meet with the manager. Ask about the protocol on approaching opposition listings.
- **TODAY IS THE DAY! (YOUR PRESENTATION.) GO FOR IT!**
- **THIS IS THE WAY TO SORT THIS. DO IT WHEN THERE IS NOT \$10,000 AT STAKE!!**
- Then we start prospecting.
- Watch the video's in Lesson 15.
- Go and visit Eric Thains web site. I call him Mr Prospecting.
www.ericthain.com
- Ask a top performer if they could take you on a presentation in the next few days.
- Write personal notes to all those you spoke to today and during the weekend.

I don't think much of the person who is not wiser today than he was yesterday (Abraham Lincoln)



Suggested Day

8:00

8:30 Meet with manager

9:00

9:30

10:00

10:30

11:00 Present to manager

11:30

12:00

12:30

1:00

1:30

2:00

2:30

3:00 Quick Start

3:30

4:00

4:30

5:00 Write personal notes

5:30

6:00

6:30

7:00

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9:00



Design Actual Day

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Notes

[illegible]

Questions for the manager / mentor



Day 16

- If you are employed, meet with the manager. Ask them about the database. How it is stored. Is there help to get it on the system? And so on.
- Watch the video's in Lesson 16.
- Put time aside to do the exercises.
- You should be well on your way to setting up your database by the end of today.
- Seek help where you need to in terms of getting it onto the system.
- Put 50 cards out today from the video yesterday.
- Put 50 opposition listings into your call forward system.
- Write personal notes to all those you spoke to today.
- Start the process of gathering all your past friends, family and work mates onto your database. Add at least 40 people.
- If you are not employed, make notes of the prospecting strategies for the time you do get a job.

It takes both the sun and rain to make a rainbow



Suggested Day

8:00

8:30 Meet with manager

9:00

9:30 Quick Start

10:00

10:30

11:00 50 cards out

11:30

12:00 50 opposition listings on your database

12:30

1:00

1:30

2:00

2:30

3:00

3:30

4:00

4:30

5:00 Write personal notes and gather names for database

5:30

6:00

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Design Actual Day

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Notes



Still to complete tomorrow

Questions for the manager / mentor



Day 17

- If you are employed, meet early with your manager.
- Caravan?? Or practice.
- Set up your call back scripts and dialogues. A list of what you need to cover could be put on the wall up in front of you.
- Make sure you are able, and know how to split buyers into buyers, and potential sellers, on your system.
- Put all potential sellers into the call forward system. If you have not got the call forward system set up, then get it done today.
- Watch the video's in Lesson 17.
- Download the audios available.
- Another 50 cards out.
- Another 50 opposition listings into the system.
- Write personal notes to all those you spoke to today.
- Call 10 friends and let them know where you are and that you need them to help you find sellers.
- Spend 30 minutes with a top agent in your co. Talk about how they got started. What would they do if they started tomorrow?

We all know the problem.
Now give me the solution.



Suggested Day

8:00

8:30 Meet with manager

9:00

9:30

10:00 Caravan

10:30

11:00

11:30

12:00

12:30 Quick Start

1:00

1:30

2:00

2:30 50 cards out

3:00

3:30 50 opposition listing data base

4:00

4:30 Call 10 friends

5:00 Talk to top agent

5:30

6:00

6:30

7:00

7:30

8:00

8:30

9:00



Design Actual Day

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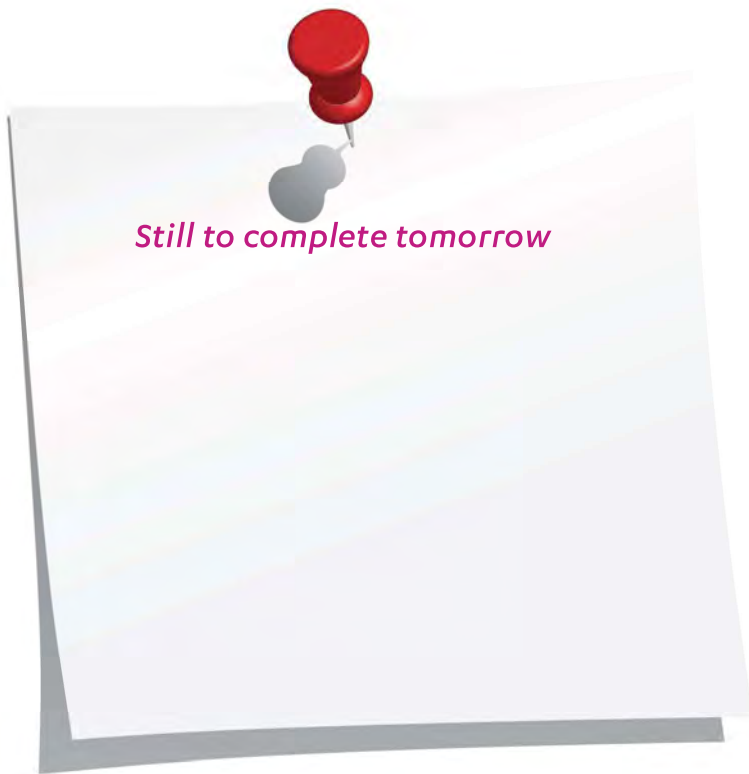
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Questions for the manager / mentor



Notes

[illegible]

Day 18

- Watch the videos in Lesson 18.
- You should have an allocated farm area if that is how your company works.
- Do the stats on that area using RP Data. Is there enough \$\$\$ in there for you to meet your goal?
- Note your opposition in that area on the web.
- Trial shop them. Get their material so you know what you are up against.
- Drive the farm area today.
- Put together the info you will give out under the 5ga principal.
- Call and 'give' to the opposition listings you have in the system.
- Then put them into the call forward system.
- Write personal notes to all those people you talked to today
- If you are not employed just keep on making notes of what you can do when you get started. Try get some information on the area you live in and start preparing for when you have an area.

Worry often gives a small
thing a big shadow



Suggested Day

8:00

8:30 Meet with manager

9:00

9:30

10:00 Quick Start

10:30

11:00

11:30

12:00 Drive your farm area

12:30 Call opposition listings

1:00

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4:30 Personal notes

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Design Actual Day

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[illegible]

Day 19

- Talk to your manager about who else in the company does door knocking. If you are not yet employed, still call the manager!
- Watch the video's in Lesson 19.
- Ask around in your company. See if you can shadow someone door knocking today.
- Knock on 50 doors today. Use the 5ga system here.
- Put time in now to do 50 more tomorrow. Rethink what you need to change to get a better reaction.
- 50 cards out today.
- Write personal notes to anyone you met or talked to.

The best antidote to fear
is ACTION!



Suggested Day

8:00

8:30

9:00

9:30 Training

10:00

10:30

11:00 Door knock 50 houses

11:30

12:00

12:30 50 cards out

1:00

1:30

2:00

2:30

3:00

3:30

4:00

4:30 Write personal notes

5:00

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Design Actual Day

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[illegible]

A photograph showing a person from the chest up, wearing a dark suit jacket over a light blue shirt and a dark tie. The person's face is completely obscured by a large, rectangular, blank white sheet of paper they are holding with both hands. The background is plain white.

Day 20

- (Technically Saturday)
- Good day to start telemarketing.
- Watch the video's in Lesson 20.
- Remember 5ga.
- Make 50 calls in your farm area.
- Just give.

You are not in this for the short haul – you know the rest.



Suggested Day

8:00

8:30

9:00

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10:00

10:30 Telemarket

11:00

11:30

12:00

12:30 Visit opens & auctions

1:00

1:30

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Design Actual Day

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Notes

[illegible]

Questions for the manager / mentor



Day 21

- **DAY OFF!!!! (Sunday) ENJOY.**
- We have carried forward the work to do today in day 22 tomorrow.
- **SO - RELAX.**
- An exercise you could do! Take a walk along the beach, in a park or a forest.
- Reflect on what is going on for you.
- Where do you see the blocks so far?

So many more options for you and yours, are, just around the corner.



Suggested Day

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Notes

[illegible]

Questions for the manager / mentor



The Weekly Planner

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Notes

Day 22

- If you are employed, meet with the manager. Ask where to go to read up on contract preparation and contract law in your state.
- You can flick through day 21 today.
- It's about private sellers. This is not appropriate for some. In some areas there is not a lot of private seller activity.
- The scripts and dialogues are worth knowing though.
- So watch the video's in Lesson 21, and the extra material offered.
- Don't stop prospecting activity. **IT IS NOW A NORMAL PART OF EVERY DAY!!!!**
- 50 more cards out today.
- Send thank you cards to people you met on the weekend.
- Check out the private ads in your paper. Call any appropriate ones.
- Set up a system in your 7-day planner where each week you check on new private ads.
- Then watch Lesson 22 video's, and **PRACTICE THE BEST NEGOTIATION SYSTEM AVAILABLE.**
- Prepare a dummy contract and show it to your manager tomorrow.
- Make notes of any issues.

Just goal set today. Do the right thing today and next week will take care of itself.



Suggested Day

8:00

8:30 Meet with manager

9:00

9:30 Quick Start day 21

10:00

10:30 Quick Start day 22

11:00

11:30

12:00 50 cards out

12:30

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4:30 Thank you cards to people you met on the weekend

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Design Actual Day

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[illegible]

A photograph showing a person from the chest up, wearing a dark suit jacket over a light blue shirt and a dark tie. The person's face is completely obscured by a large, rectangular, blank white sheet of paper they are holding with both hands. The background is plain white.

Day 23

- Watch videos.
- Decide today, what is the difference with you? How will you stand out? What will you do in your transaction that will make me say **WOW!?!?**
- Ask your manager today what he thinks are the best stand out 'touch points' he has ever seen.
- Is it flowers? Is it chocolate éclairs? What will you be known for.
- Thank you notes.
- 50 more cards.
- Call opposition listings that are due calls again. (Should be weekly5ga).
- Find an experienced agent who is negotiating at the moment.
- Ask if you can shadow them right throughout the process.

2 days of no prospecting here will cost you 2 days listings further down the track.



Suggested Day

8:00

8:30 Meet with manager

9:00

9:30

10:00 Quick Start

10:30

11:00

11:30

12:00 50 cards out

12:30

1:00

1:30 Call opposition's listings

2:00

2:30

3:00

3:30

4:00

4:30

5:00 Thank you notes from today

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Design Actual Day

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[illegible]

Day 24

- If you are employed, meet with your manager. Present a contract to them in role play. Get it actually signed up. If you are not employed yet role play presenting an offer with your role play buddy or a friend.
- Caravan?
- Watch the videos for Lesson 24.
- Download the audio of 15 rules for thriving in changing times. Peter says this is some of his best work.
- Spend the time listening to it.
- Send 50 cards out.
- Add 10 people to your database.
- Thank you notes to all you spoke to today.
- Ask a friend who lives in your farm area to gather all info that comes into your farm area.

To bring anything into your life, imagine that it is already there.



Suggested Day

8:00

8:30 Meet with manager

9:00

9:30

10:00

10:30

11:00 Present a contract

11:30

12:00

12:30

1:00 Quick Start

1:30

2:00 50 cards out

2:30

3:00

3:30

4:00

4:30

5:00 Thank you notes from today

5:30 Add people to database

6:00

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Design Actual Day

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[illegible]

A photograph showing a person from the chest up, wearing a dark suit jacket over a light blue shirt. They are holding a large, rectangular, blank white sheet of paper in front of their face, completely obscuring it. The person's hands are visible at the edges of the paper. The background is plain white.

Day 25

- If you are employed, meet with your manager. Discuss what the market is doing at the moment. Buyers or sellers' market?
- Put notes on other agent's desks offering to run open days for them this weekend.
- Watch all the video's in Lesson 25
- Download the business plan.
- Door knock 50 houses.
- Thank you notes.
- Add 10 people to your database.

How do you want to come out of this experience?
How do you want to be changed because of it?
(Richard Bach)



Suggested Day

8:00

8:30 Meet with manager

9:00

9:30

10:00

10:30 Quick Start

11:00

11:30

12:00

12:30

1:00 Door knock 50 houses

1:30

2:00 50 cards out

2:30

3:00

3:30

4:00

4:30

5:00 Thank you notes from today

5:30 Add 10 people to database

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Design Actual Day

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[illegible]

A photograph showing a person from the chest up, wearing a dark suit jacket over a light blue shirt. They are holding a large, rectangular, blank white sheet of paper in front of their face, completely obscuring it. The person's hands are visible at the edges of the paper. The background is plain white.

Day 26

- If you are employed, meet with the manager.
- Business plan today. But do not stop the prospecting.
- 50 cards out without fail.
- Start the booster system to your past friends today.
- Thank you notes to every one you spoke to today
- Add 10 more names to your database.

Here's a test to see whether your mission on earth is finished. If you are still alive, it's not...
(Richard Bach)



Suggested Day

8:00

8:30

9:00

9:30 Training

10:00

10:30

11:00

11:30

12:00 Quick Start

12:30

1:00

1:30

2:00

2:30 50 cards out

3:00

3:30 Thank you notes from today

4:00 Add 20 people to database

4:30

5:00 Meet with your manager

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Design Actual Day

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[illegible]

Day 27

- Road blocks.
- About how far can you take this wholething.
- If you are in a franchise find the best sales person locally and arrange to spend some time with them.
- Now you know what you do, revisit your goals. What is possible here? Spend time on this.
- Where are you going to do this?

The only thing that shatters dreams, is compromise. (Richard Bach)



Suggested Day

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Reflect on your road blocks

1:00

Get help (ask us) on things that you struggle with

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Design Actual Day

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[illegible]

A photograph showing a person from the chest up, wearing a dark suit jacket over a light blue shirt. They are holding a large, blank white rectangular sheet of paper in front of their face, completely obscuring it. The person's hands are visible at the edges of the paper. The background is plain white.

Day 28

- **Congratulations.**
- Review it all. Talk to your manager if you are employed. If not, give them a call..
- Revisit anything not completed or not completed properly.
- Sign up for ScriptsClub at www.scriptsclub.com.au to keep the learning going.
- Keep listening to the audios you have downloaded.
- **THE BEST IN THIS BUSINESS NEVER, EVER STOP LEARNING.**

Your only obligation in any life time, is to be true to yourself. (Richard Bach)

Celebration Time!



Suggested Day

8:00

8:30 Watch last videos in Quick Start

9:00

9:30

10:00 Run open days!

10:30

11:00 Sign up for Scripts Club

11:30

12:00

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Design Actual Day

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Objection Sheet

How you've gone so far

Sole Agency Objections!

See pages 31-48 in the "Scripts and Dialogues Manual".

- We just want to get it sold.
- We need all the advertising we can get. We need as many through as possible.
- You won't have all the buyers, will you?
- But our house is easy to sell.
- There's so few buyers out there - we need the coverage.
- But Jack at Challenge is a real good friend of ours.

Price Objections

See pages 57-68 in the "Scripts and Dialogues Manual".

- Ours is worth more than that one.
- We paid that for it nearly ten months ago.
- We need this amount to build/buy elsewhere.
- We've spent \$25,000 on improvements.
- Why can't we try higher for a while, test the market?
- United said this much and Professionals said this much.
- Registered valuation.
- We are in no hurry. We'll just sit and wait until we get a higher price.
- Won't they make us an offer if we are too high?

Vendor Investment Objections

See pages 39-75 in the "Scripts and Dialogues Manual".

- Why can't you pay that out of commission?
- Do I have to pay it now?
- XYZ will do it for half that!

Authority and Commission

See pages 87-90 in the "Scripts and Dialogues Manual".

- 90 days is a long time?
- Can't we do something about the commission?
- XYZ's commission is only 3.5%.

Listing Objections

See pages 91-93 in the "Scripts and Dialogues Manual".

- My son works for Hookers (4th Direction Statement).
- We want to leave it overnight.

Get in touch

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**A mind that is
stretched by a new
experience can never
go back to its old
dimensions**