

|                                          |                              |                                            |                                             |                              |
|------------------------------------------|------------------------------|--------------------------------------------|---------------------------------------------|------------------------------|
| <b>B</b>                                 | <b>I</b>                     | <b>N</b>                                   | <b>G</b>                                    | <b>O</b>                     |
| Social<br>Scheduling                     | Accepted<br>Offer            | Coming<br>Soon<br>Listing                  | Referral                                    | Listing<br>Appt              |
| Buyers                                   | Showingtime                  | MLS                                        | Agent                                       | Post A<br>Video on<br>Social |
| Showed<br>Homes to<br>Approved<br>Buyers | Vibrant<br>Realty            | <b>FREE</b>                                | BPO                                         | Emotional<br>Rollercoaster   |
| Endless<br>Notes                         | Sellers                      | Golden<br>Letter                           | Counter<br>Offer                            | Listing<br>Goes<br>Live      |
| Contracts                                | Business<br>Planning<br>2022 | New<br>Contacts in<br>Personal<br>Database | Weekly<br>Call to All<br>Current<br>Clients | CMA                          |

|                     |                                    |                                 |                         |                        |
|---------------------|------------------------------------|---------------------------------|-------------------------|------------------------|
| <b>B</b>            | <b>I</b>                           | <b>N</b>                        | <b>G</b>                | <b>O</b>               |
| Vibrant Realty      | Agent                              | Referral                        | Buyers                  | MLS                    |
| Coming Soon Listing | Weekly Call to All Current Clients | Listing Appt                    | Business Planning 2022  | Post A Video on Social |
| Endless Notes       | BPO                                | <b>FREE</b>                     | Emotional Rollercoaster | Accepted Offer         |
| Counter Offer       | New Contacts in Personal Database  | Social Scheduling               | CMA                     | Sellers                |
| Golden Letter       | Listing Goes Live                  | Showed Homes to Approved Buyers | Showingtime             | Contracts              |

|                                 |                                   |               |                                    |                     |
|---------------------------------|-----------------------------------|---------------|------------------------------------|---------------------|
| <b>B</b>                        | <b>I</b>                          | <b>N</b>      | <b>G</b>                           | <b>O</b>            |
| Business Planning 2022          | New Contacts in Personal Database | Agent         | Listing Goes Live                  | BPO                 |
| Social Scheduling               | Endless Notes                     | Golden Letter | Showingtime                        | Listing Appt        |
| Showed Homes to Approved Buyers | CMA                               | <b>FREE</b>   | Sellers                            | Counter Offer       |
| Vibrant Realty                  | Post A Video on Social            | Referral      | Weekly Call to All Current Clients | Coming Soon Listing |
| Emotional Rollercoaster         | Accepted Offer                    | MLS           | Buyers                             | Contracts           |