



## Outperforming Competition

Help your agents develop strategies and systems to stand out from the crowd and outshine their competition.

Use this checklist and calendar to map out and deliver outstanding sales meetings this month. Write meeting details, tasks, and deadlines on the calendar. Create a pro-active plan and delegate duties as needed.

### Sales Meetings

- Set your meeting date(s)
- Create agendas for each meeting (management and agent)
  - Select a Learning Sprint
    - o [Outperform Your Competition](#)
    - o [3 Seconds to Make a Great First Impression](#)
    - o [Absorption Rate](#)
    - o [Be More Visible](#)
    - o [Monthly Goal Setting](#)
    - o [Guest Speaker](#)
  - Choose a [Spark Your Business](#) idea to share
    - o Name Your Poison Day, June 9th (in-person connection)
    - o National Ballpoint Pen Day, June 10th (pop by)
    - o Father's Day, June 18th (pop by)
    - o Birthdays & Anniversaries (snail mail)
  - Identify other items to include on your agenda
    - o Company Updates
    - o Marketing Updates
    - o Market Trends
    - o Sales Contest
- Customize your meeting [PowerPoint](#) presentation
- [Promote](#) your meeting
- Prepare to deliver

Sun	Mon	Tue	Wed	Thu	Fri	Sat
"Always deliver more than expected." <i>Larry Page, Google Co-Founder</i>				1	2	3
4	5	6	7	8	9	10
11	12	13	14 Flag Day	15	16	17
18 Father's Day	19 Juneteenth	20	21	22	23	24
25	26	27	28	29	30	

### A Look Ahead

#### July: Time Management

In July, we focus on developing systems and habits for efficient time management. When agents better manage their time, they take control of their day, increase performance, and achieve goals faster.