



Technology

Help your agents effectively use technology to improve business practices.

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
 - [Gain the AI Advantage](#)
 - [Tech Trends](#)
 - [Cybersecurity](#)
 - [Agent Mastermind: Business Technology](#)
 - [Monthly Goal Setting](#)
 - [Guest Speaker](#)
 - Choose a [Spark Your Business](#) idea to share
 - National Beach Day, August 30th (pop by)
 - National Cheese Pizza Day, Sept. 5th (pop by)
 - Rain or Shine Pop By
 - National Food Bank Day, Sept. 1st (community outreach)
 - Identify other items to include on your agenda
 - Company Updates
 - Marketing Updates
 - Market Trends
 - Sales Contest
- Customize your meeting [PowerPoint](#) presentation
- [Promote](#) your meeting
- Prepare to deliver

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

A Look Ahead

September: Marketing Strategies

September focuses on marketing strategies. Agents will explore promoting their expertise through email campaigns, leveraging open-ended questions, and maximizing their social media presence.