



BHHS GEORGIA LISTING BLITZ

AUGUST 1 - SEPTEMBER 30, 2022

Action Item Checklist Week 7

Name _____

LISTINGS

_____ How many new active listings this week

ACTION ITEMS

_____ Week 7 David Knox Videos

_____ Log into The Sherri Johnson Academy and complete the
“Managing Client Expectations” training

_____ Create a multiple offer spreadsheet & save to your
computer

_____ Role play a commission objection with your broker

_____ Hand out 5 business cards a day (35 total)

TRAINING

_____ Zoom- Presenting Offers & Negotiations

_____ Regional Huddle



Scan here to log your points on
the online tracker for the week!
Due by 3pm each Friday

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HomeServices

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