



AAD PROGRAM Creating Monthly Income for Life

	Realistic Agent Goal	Average Monthly Income per Agent	Total Monthly Income
Annual Agent Asset Goal	\$	\$312.50	\$

Agents Asset Development Action Steps to Achieve Goals

ACTION STEPS	Next 12 Months
1 Phone call to sphere of influence	
2 Use Sellstate Post card mail out recruitment templates	
3 Customized e-mails	
4 Real Estate School Attendees	
5 Attend real estate functions	
6 Use Sellstate Recruitment Brochure	
7 Consider agents worked with an deals	
8 Search top producers websites	
9 Research MLS performance leaders	
10 Look for opportunities to congratulate agent performance	
11 Create relationships first	