**Agent Attraction Bootcamp Week 5 -- Business Planning**

**Homework this week:**

* Make the Plan: Complete your Wealth Chart
* Do the Numbers - Take your 2022 Goal and set the number you have to hit daily/weekly
* Send to Michelle and your Sponsor before next week's call!

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**Example of the numbers it will take:**

* Onboard **5** per month
* Will need to meet with **20** per month
* Will need to set up **40** appointments
* Will need to talk to **200** agents per month
* 20 working days means talk to **10**  agents per day

**Assumptions we know:**

* 25% of the agents you meet with will onboard
* 50% of the appointments you set will attend (many will reschedule a lot)
* You can set an appointment with 1 out  of every 5 conversations you have
* The stronger your skills these ratios dramatically increase for the better!

**Monday-Friday / 12:00pm-12:30pm PST / Ready Set Grow!!**

Join Matthew Walker every afternoon during the week making live agent attraction calls. Lean how to grow your Rev Share. Bring your agent contacts and watch them make those calls live for you and get some wins. Let's Grow!!!

Zoom Link: [https://us02web.zoom.us/j/2538441103](https://www.google.com/url?q=https://us02web.zoom.us/j/2538441103?fbclid%3DIwAR2BtX112ICnGufoYLtMVyroxyVBIAS1WyXUW-cqjF_8EFNzAC4ndree0co&sa=D&source=calendar&usd=2&usg=AOvVaw0Hl2pRypM74ED5RB1j3FHC)

**Monday-Friday / 12:30pm-1:30pm PST / Action Hour**

Join Blake Gleiberman every day at 12:30pm PST for an hour, to make live agent attraction cold calls. Lean how to overcome objections and the power of taking action. You can make calls on any part of your business. This is a live session with the option to ask questions to better your skills and to participate in calling. Blake will be the only one unmuted while everyone focuses on calling to grow their business. Let's take Action!!!

Zoom Link: [https://us02web.zoom.us/j/3256047384?pwd=ZFZqdEh4K1o1VndURnBXS0JleUo2UT09](https://www.google.com/url?q=https://us02web.zoom.us/j/3256047384?pwd%3DZFZqdEh4K1o1VndURnBXS0JleUo2UT09&sa=D&source=calendar&usd=2&usg=AOvVaw1k9qylb8ec-wysZXRlkXbk)

**Let's Grow !!**