Elite Club member,

Hello December! OK, I am going to make it **SUPER EASY** this month so we have more people in the drawing! Please make time in the next few weeks to turn in your Moneywork! We have 2 separate drawings! Moneywork and WINS!

**Winner will be drawn December 30th  **

**\* CONTEST RULES**

1.       All 3 assignment must be turned in to receive 1 ticket in our drawing by the deadline—you get an additional ticket if you do the bonus + all 3 assignments. Send an email to [Lisa.Crown@fnf.com](mailto:Lisa.Crown@fnf.com) with your moneywork by Dec 29th at 5pm or sooner.

2.       Every **WIN/Success Story** you turn in as a direct result from your coaching with Lisa or you got this win directly from the Elite Club; you will earn 1 ticket in a separate drawing. Be as detailed as possible with YOUR specific win/success story. Each win gets 1 ticket.

**MONEYWORK:       (**FYI…I underlined and **BOLDED** how to get the assignment to me.)

1. What’s your business plan in the New Year? What are you going to do different from 2016? How many target apts are you planning on doing each month? What one thing are you going to do different with your existing clients (A, B, C, D) people this year? How many broker owners are you going after in 2017? Name me which month you plan on having your highest closings ever and how much? **Answer questions and send any business plan you have created.**
2. Name 2 escrow officers or sales rep recruits you would recommend for your operation? Have you made any steps to recruit them, **please explain**?
3. Send Reach 150 out to every client in your database that has not made a post for you. Do it early in the month and track results. How many reviews did you have before this assignment? \_\_\_\_\_\_\_ How many requests did you send out? \_\_\_\_\_\_How many do you have after this assignment?\_\_\_\_\_\_ **Answer questions.**
4. **\*BONUS\*:** Purchase a book to help you GROW your business or motivate you. **Which book did you select, tell me about the first 3 chapters.**

Good luck!!! **H**ope to see your name in the drawing(s)!! This is optional, you don't have to participate. **H**ope you do!

***Quote of the month: In the end of a year we only regret the chances we didn’t take!***

WINNER DRAWN

December 30th

The winner could BE **YOU**!

#JUSTDOIT

If you have any questions please reply to this email 

Shine on!

Lisa Crown

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