

Elite Club member,

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 January 31st 😊

*** 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 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 **BOLDED** how to get the assignment to me.)

1. Send out Reach 150 to every lender, broker owner, receptionist, affiliate, office manager, Team leader you have done business with. What **message did you send them?** And how many **responses** did you get?
2. POST A VIDEO (under 2 mins) on Facebook with you introducing your sales manager and say a few words thanking your clients for their business and asking the for the opportunity to the ones we haven't received a deal yet from to give you a try!
3. You are on a "SPEAK at an office meeting Spree"!! Call every broker owner or manager and ask for 120 seconds to speak at their next meeting. How many calls did you make?: ____ How many office meetings did you book to speak at? ____
4. ***BONUS***: Call 3 targets that you really want their business and tell them you want to ask them a few questions, because you value their opinion and you really want to grow your business in the coming year. I need 3 names and each person's answers

1. **What do you think is the #1 thing I should do differently this year to grow my business**
2. **Sometimes it's challenging to even get an appointment with a top producer, what do you recommend I do?**
3. **Name 3 things that are a MUST when it comes to your title/escrow service.**

PLEASE TURN IN YOUR WINS! *Any win from Elite club or Elite Sales Coaching, please share. Each win gets 1 ticket in our drawing!*

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

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

WINNER DRAWN

January 31st

The winner could BE YOU!

#JUSTDOIT