***#3 Weekend Email***

***Elite Club #19 March 2017***

Happy weekend!

I’m just popping in your email with a quick message. I came across this article and thought it was interesting so I wanted to share. We can all use a reminder of ***5 habits to become a productive agent***.

Have you ever found yourself saying... “I am so busy this month to prospect.” “I want to be more organized!” “More efficient!” “I want to do more business.” Here are five important habits for becoming an even more productive agent.

1. **Time is money**.  Plan everything ahead.  Before you go to bed, you need to have your to do list and the schedule all set up. This is including your appointments with the clients, meals, family, personal plans and prospecting.
2. **Referral is the key** of growing your business.  Set up time every day to touch base with five past clients, five sphere of influence, five new clients or potential targets with 1-2 appointments each day.
3. **Lead Generation on Social Media:** Spend 30 minutes a day to make comments on your sphere of influence. When you type a comment on their posting, they will automatically receive an email and show you care about them. In addition, you need to post 4-6 posts on Facebook which are ½ personal and ½ business.  You want your potential clients to see how well-rounded you are and that you sell real estate!

1. **Exercise Daily.**  There are a lot of stressors involved in dealing with real estate transactions.  You want to have a strong heart and mind to handle all aspects of any situation. By exercising 30-40 minutes a day, you will lead a healthier, happier balanced life. There is only one you!

1. **Follow up:** Got leads? Make sure to have a system in place for follow up! Leads are the 1st step in getting a transaction together, need ideas? Remember, I can help!

Thank you for choosing <Insert Company> and myself as your title choice! I appreciate you!

Enjoy the rest of your weekend!

Your info here