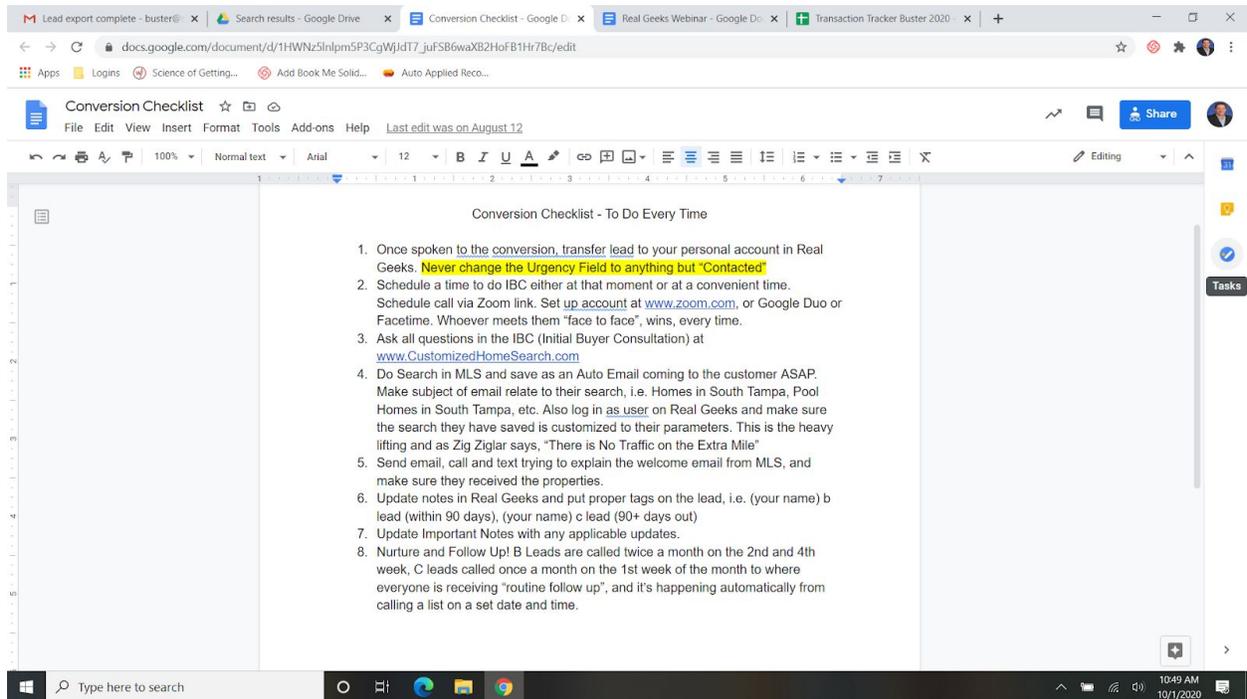
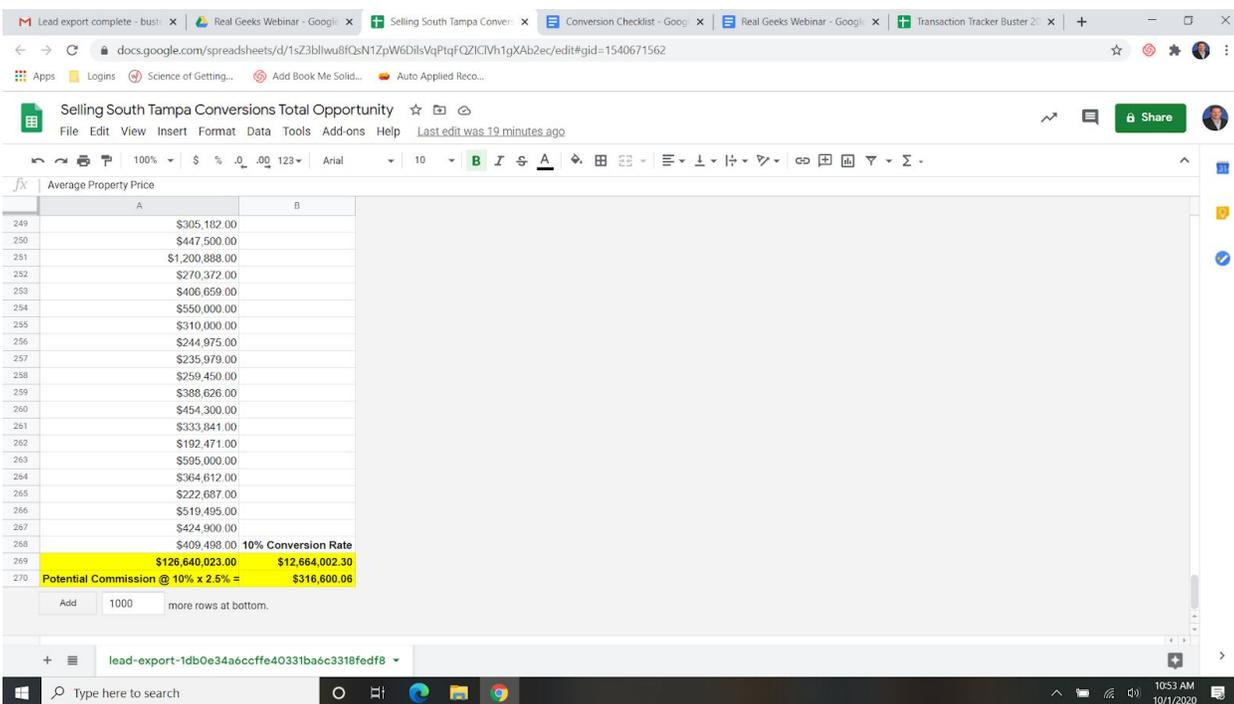


1. Sift and Sort through Advanced Searches that pulled the “Uncontacted People” and then created lists to put into Mojo triple dialer. Utilized those same lists to send workflow checking in after calling. Doing this 20 at a time per the RG recommended number.
2. Brought in the use of an ISA at evening times to call between 6-8:30 4-5 days/week.
3. Began converting the uncontacted leads into “Prospects” so we call these “Conversions” at this time and then follow the [Conversion Checklist](#).



4. Created a ton of conversions in 2 RG sites [www.SellingSouthTampa.com](http://www.SellingSouthTampa.com) and [www.HomesandLivingGroup.com](http://www.HomesandLivingGroup.com)



Lead export complete - busi x Real Geeks Webinar - Googl... Homes and Living Group Co... Selling South Tampa Conver... Real Geeks Webinar - Googl... Transaction Tracker Buster 20...

docs.google.com/spreadsheets/d/1NDx9RTRecdp283oQT00kTOSHLXYP5CG95UcbKngCJ1/edit#gid=1597189989

Homes and Living Group Conversion Opportunities

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	A	B
317	\$435,000.00	
318	\$374,450.00	
319	\$495,183.00	
320	\$0.00	
321	\$176,055.00	
322	\$462,450.00	
323	\$228,170.00	
324	\$467,771.00	
325	\$275,116.00	
326	\$0.00	
327	\$669,900.00	
328	\$2,100,000.00	
329	\$748,300.00	
330	\$1,194,950.00	
331	\$281,725.00	
332	\$468,000.00	
333	\$350,000.00	
334	\$250,000.00	
335	\$292,655.00	
336		10% Conversion Rate
337	\$158,364,153.00	\$15,836,415.30
338	Potential Commission @ 10% x 2.5% =	\$395,910.38

Add 1000 more rows at bottom.

lead-export-00d8cc633fef03f9207cc5ac5055aa46b

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5. Focused on 4 Pillars of Income: 1. Top 50/Past Clients 2. Internet/Social Media Leads 3. Off-Market/Investment Real Estate 4. Luxury Real Estate

My Drive - Google Drive Transaction Tracker Buster 20 Real Geeks Webinar - Googl... Brokerage agreement on Cl... Matrix StellarMLS - Hillsborough Co...

docs.google.com/spreadsheets/d/1Lrmm-komgePo-8n5pvc4vePvcDNi4fyEciMCnjdk/edit#gid=0

Transaction Tracker Buster 2020

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	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	TYPE	PRICE	CLOSE DATE	GROSS COMM	IND AMOUNT	IND COMMISS	PARTICIPANTS	SOURCE							
2	Listing	\$328,000.00	2/28/2020	\$7,420.00	\$5,936.00	\$5,092.00	Buster/Anna	Past Client							
3	Listing	\$255,000.00	3/2/2020	\$6,670.00	\$5,336.00	\$4,552.00	Buster/Anna	Past Client							
4	Sale	\$950,000.00	3/6/2020	\$12,606.00	\$12,606.00	\$11,000.00	Buster	Top 50/SOI							
5	Sale	\$1,469,000.00	3/30/2020	\$36,425.00	\$18,212.50	\$16,241.00	Buster/Dee	SST							
6	New Construction	\$1,400,000.00	3/31/2020	\$41,700.00	\$20,850.00	\$18,415.00	Buster/Rhonda	SST							
7	Listing	\$180,000.00	4/1/2020	\$5,000.00	\$2,000.00	\$2,011.00	Buster/Dan	Past Client							
8	Referral	\$194,900.00	3/27/2020	\$1,155.00	\$1,000.00	\$964.00	Buster	Great Western							
9	Listing	\$290,000.00	5/15/2020	\$8,945.00	\$6,945.00	\$5,990.00	Buster	Top 50/SOI							
10	Listing	\$960,000.00	5/28/2020	\$16,795.00	\$16,795.00	\$14,855.00	Buster	Past Client/Top 50							
11	Sale	\$810,000.00	6/18/2020	\$12,150.00	\$6,075.00	\$5,343.00	Buster/Dee	SST							
12	Sale	\$125,600.00	7/8/2020	\$2,276.00	\$0.00	\$0.00	Dee	Referral							
13	Listing	\$239,000.00	7/12/2020	\$6,270.00	\$5,016.00	\$4,338.00	Buster/Dee	Referral Brenda and Allen							
14	Sale	\$410,000.00	7/15/2020	\$11,805.00	\$5,902.50	\$4,997.00	Buster/Dee	SST/Google PPC							
15	Listing	\$960,000.00	7/2/2020	\$2,082.00	\$2,082.00	\$1,850.00	Buster	Referral Maria							
16	Listing	\$250,000.00	7/27/2020	\$6,545.00	\$6,545.00	\$6,285.00	Buster	Walk-In							
17	Listing	\$59,000.00	7/22/2020	\$1,770.00	\$0.00	\$0.00	Dee	Past Client							
18	Sale	\$299,500.00	8/3/2020	\$7,385.00	\$5,908.00	\$5,700.00	Buster/Dee	EBR Organic							
19	Listing	\$284,500.00	7/30/2020	\$6,380.00	\$5,104.00	\$4,895.00	Buster/Dee	Past Client							
20	Listing	\$310,000.00	8/26/2020	\$8,490.04	\$6,792.00	\$6,584.00	Buster/Dee	Ballast Point Elementary							
21	Sale	\$400,000.00	8/28/2020	\$11,131.00	\$0.00	\$0.00	Dee	Referral Bay Care							
22	Listing	\$309,000.00	9/4/2020	\$8,020.00	\$3,208.00	\$3,104.00	Buster/Dee	Past Client							
23	Listing	\$400,000.00	9/28/2020	\$10,000.00	\$8,000.00	\$8,129.00	Buster/Dee	Past Client							
24	New Home	\$525,000.00	9/28/2020	\$11,248.50	\$8,999.80	\$8,892.05	Buster/Dee	Past Client							
25	Sale	\$280,000.00	9/25/2020	\$5,775.00	\$4,620.00	\$4,592.00	Buster/Dee	Instagram							
26															
27	Totals:	\$11,398,500.00		\$246,043.54	\$157,931.80	\$143,830.05									
28															

Upcoming Listings Listings Pending Closed Explore

Type here to search 4:25 PM 10/1/2020

Close Print Window

## Associate Report Card 2020

Associate: **023800 Buster Levin (Active)** 75 Bronze EXIT Awards 2019-07-01 to 2020-06-30

Year Licensed: **2005** 50 Silver

Office: **FL810 EXIT BAYSHORE REALTY** 75 Gold **12.46**

Office Agent Count: **71 Agents** 100 Platinum Ends Closed

**Your Standing at EXIT BAYSHORE REALTY:**  
 #2 (rank based on gross annual \$ closed) 150 Titanium You are 12.54 end(s) away from Bronze

Month	Seller Ends	Buyer Ends	Gross Closed \$	Listings Taken	Listings In Stock	# Agents Sponsored
January						1.00
February						
March	1.55	1.00	\$23,094.75			
April	0.40	0.50	\$19,886.50			
May	2.00		\$23,740.00			1.00
June		1.00	\$26,700.00			
July	1.10	1.30	\$18,770.50			
August	1.60	0.80	\$17,804.03			2.00
September	1.20	1.60	\$25,062.80			
October						
November						
December						
<b>Total</b>	<b>7.85</b>	<b>6.20</b>	<b>\$154,858.58</b>	<b>0.00</b>	<b>AVG 0.00 *</b>	<b>4.00</b>
<b>Listings at FL810</b>			<b>Deals at FL810</b>			
<b>Top 5 Last Month</b>	<b>Top 5 This Month</b>	<b>Top 5 This Year</b>	<b>Top 5 Last Month</b>	<b>Top 5 This Month</b>	<b>Top 5 This Year</b>	

6. Make Today a Masterpiece Format:

[https://docs.google.com/document/d/1E6MZQQ0Y421W3AZZtN1Hh2UMQfVuzjioew5\\_A\\_y\\_v\\_o/edit?usp=sharing](https://docs.google.com/document/d/1E6MZQQ0Y421W3AZZtN1Hh2UMQfVuzjioew5_A_y_v_o/edit?usp=sharing)

Make Today a Masterpiece! 10/1/2020

DO IT NOW! Roger That!

FOCUS! Aggressive Follow Up!

DO IT With Spiritual Enthusiasm!

Earn Revenue!

Set an Appointment!

Visualize and Plan!

I am a listing appointment setting machine!

You Can Do IT Bus!

Always Get on Bus!

Win the Day!

I am a million dollar/year

Real Estate Producer!

This is the day that the Lord hath made. I can do All things through Christ who strengthens me.

Let us rejoice and be glad in it. But the fruit of the Spirit is Love, Joy, Peace, Patience, Kindness, Goodness, Gentleness and self-control. Against such things there is no law.

I feel healthy, I am full of joy, I feel terrific!

I am calm, I am cool,

I am collective.

Each day, in every way, by

the Grace of God and a

Positive Mental Attitude,

I am getting better and better and more and more successful.

I will lead a Christ centered life and provide the dream life for my family.

I am the master of my fate.

I am the captain of my soul.

Stop / Top / so / Best      15 Contacts      5 ABC Follow Up / so / L      5 New

Pts

- Trip Dials
- Calls
- Texts
- Emails
- Appts set / sat
- Conversions
- Total

Schedule Kept

Thinking / Planning / Visualization

Key Metrics

Urgent

- Contacts:
- Points:
- Appts set:

7. Closing Duties: Add daily numbers to Activity Point Spreadsheet Here: <https://docs.google.com/spreadsheets/d/1C943nUJFVJplzei7yKFOiHzl1raDeBjusCYc5THZMfU/edit?usp=sharing> Or building a Google Form where you can input them. [www.RealEstateSuccessHabits.com](http://www.RealEstateSuccessHabits.com)

8. Workflow Text that worked so well on all the old uncontacted leads:

1st text:

Hello {{FIRST\_NAME}}, It's Buster Levin with the Selling South Tampa Team checking in. Are you currently in the market to purchase, sell or just need any real estate questions answered? We are trying to update our records and would love to assist in any way. Thanks for your reply.

2nd Text:

I just want to confirm, is this the best number to reach you on {{FIRST\_NAME}}?

Other Text workflow with good response:

Hello {{FIRST\_NAME}}, It's Buster Levin with the Selling South Tampa Team checking in to see if you are in need of any real estate assistance. If you don't mind replying to let me know either a time frame or to stop calling and texting you if preferred, I would greatly appreciate it. I'm here to help, so just let me know. Thanks.