

# Focus on 15

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KW AGENT NAME

MONTH

YEAR

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ALC MEMBER

WEEK OF THE MONTH

yes     no

1     2     3     4

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SCRIPT

"I love doing transactions with you. You are awesome! I told my Team Leader just the other day how great you are. He/she will be calling you to thank you for the way you do business. Will you promise me you will take his/her call?"

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**Yes, this fabulous agent has promised to take your call to say "thank you."**

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REFERRED AGENT'S NAME

PHONE NUMBERS

CURRENT COMPANY

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HOW DO YOU KNOW THIS AGENT?

IS THERE ANYTHING ELSE YOU'D LIKE TO TELL ME ABOUT THIS AGENT?

- closed a deal together**
- wrote a deal on their listing, fell through**
- wrote a deal on my listing, fell through**
- listing agent for a great property**
- agent showed my listing**
- met at a class/learning based**
- other:**

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TEAM LEADER, WHAT WAS THE RESULT OF THIS CONVERSATION?

- appointment date**     **invited to training**     **added to our database**     **other:**

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THANK YOU FOR ALLOWING ME THE OPPORTUNITY TO HELP GROW YOUR PROFIT SHARE TREE!

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DATE RETURNED TO AGENT

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