

## Being Agent Top Of Mind Matters

### Monthly Office Training

- Host a Monthly Sales, Social Media, Mindset, Value Training
  - Create & Send MailChimp Promotional Email to all Agent Lists
  - Forward MailChimp Email to Annapolis Offices
  - Forward MailChimp Email to Any Potential Team Member Agents
- All Team Members to Participate

### Monthly Networking Event

- Attend a Monthly Agent Networking Event
  - Bring Business Cards
    - Minimum 15 Cards Given Out
  - Intentionally be the Life of the Party

### Monthly Agent Invite Event

- Invite Two or More Agents to an Event of My Choice Per Month
  - Golfing
  - Lunch
  - Coffee
  - Training Event
  - Town Walk
  - Charity Event

### Team Recruiting ReTargeting

- Add All Agents Emails to ReTargeting FB Audience
  - Run Relevant Ads/Videos for Potential Team Members

\*Be Open to Partnering on Deals (Typically Harder Deals)