30-60-90 PLAN

kw Saint Louis Associates

kw Saint Louis is a performance-based company. Our 30-60-90 Plan for kw Saint Louis Associates is a proven model to get you into production quickly. Our Executive Leadership Team expects you to commit to getting into production. Please complete the goals outlined below in a timely fashion.
Training Calendar: www.TrainKWStL.com

30-Day Goals

- ❏ Attend kw Saint Louis Bootcamp – Contracts, Listing/Buyer Agreements, Compliance, etc.
- ❏ Attend 3 Monday 11:45 Business/ALC Meetings (75% attendance).
- ❏ Create Business Plan with Productivity Coach.
- ❏ Attend Premier Training Event.
- ❏ Complete All Scott LeRoy Marketing Technology Training Modules.
- ❏ Customize Listing Presentation and email to broker for approval.
- ❏ Customize Buyer Presentation and email to broker for approval.
- ❏ Take DotLoop Class with Technology Coordinator.
- ❏ Take Placester Website Class with Technology Coordinator.
- ❏ Read Millionaire Real Estate Agent.

60-Day Goals

- ❏ Complete IGNITE Training – all 12 classes.
- ❏ Establish 2 weekly role play partners.
    - ❏ Name _____
    - ❏ Name _____
- ❏ Read SHIFT.
- ❏ Complete SLAR New Member Orientation.
- ❏ Lead Generate daily with minimum 10 Contacts/day. Use Tracking Forms from IGNITE and save them.
- ❏ Implement kwStL Success Schedule.
- ❏ Complete NAR Ethics Class.

90-Day Goals

- ❏ Read The ONE Thing.
- ❏ Attend Grow Your Profit Share Tree class in Market Center.

Team Member Name:	
Leader Name:	
30-Day Goals Completed:	
60-Day Goals Completed:	
90-Day Goals Completed:	