

# 50 Ideas of Something to Do Today.

Action begets action. Do SOMETHING TODAY!!

1. Review your business plan
2. Review your marketing plan
3. Call a Past Client and say hi
4. Call a Potential Client and check in
5. Send a handwritten note
6. Update your Facebook business page
7. Schedule a (virtual?) happy hour
8. Learn how to use Instagram Stories
9. Update your mailing list
10. Create an 'About Me' video
11. Add an 'About Me' video to your social media profiles
12. Call to get updated emails addresses and contact info
13. Verify your business with Google
14. Create a Facebook Group for your community
15. Host a LIVE Q&A session on Facebook Live
16. Send virtual "Thinking of you gifts"
17. Host a "What you need to know" webinar
18. Contact your out-of-state clients
19. Update your buyer or listing presentation
20. Create a self-promotional brochure
21. Learn a new technology
22. Preview properties - know the inventory
23. Go for a walk
24. Schedule as open houses for this weekend
25. Do circle prospecting on a new listing, upcoming open house, or a sold property.
26. Host an educational class, session, or seminar
27. Volunteer - Get out and meet new people!
28. Attend a class
29. Offer CMAs to your sphere;
30. Prepare "annual updates" or unsolicited CMAs
31. Create and Send out a direct mail piece
32. Meet with a colleague or an affiliate to get ideas on your business and/or ways to collaborate
33. Put your name tag on and go meet strangers
34. Visit FSBOs or call expired listings
35. Do pop-bys (business or personal)
36. Schedule a public speaking opportunity
37. Update your online profiles
38. Ask past clients for testimonials
39. Interact with your clients on social media
40. Schedule of have a coffee date
41. Create a neighborhood video.
42. Do random acts of prospecting
43. Farm a neighborhood - offer valuable information
44. Have a booth at a trade show or event
45. Host a get-together for people in your Sphere
46. Learn something new
47. Create a mastermind with agents in your office
48. Floor time
49. Learn Google Adwords or Facebook Ads
50. Read industry news

**BUTCH LEIBER**

*Your Business Champion!*

 602-390-1399

 [bleiber@ortc.com](mailto:bleiber@ortc.com)

 [www.BzChamp.com](http://www.BzChamp.com)



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