

WholePM 90-Day Door Growth Calendar: Days 1-30

| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
|----------------|---|--|---|---|---|--|
| Plan next week | 1 <ul style="list-style-type: none"> • Build tracker • Add 50 Realtors • Add 15 lenders • Add 10 investors | 2 <ul style="list-style-type: none"> • 15 Realtor intros • 5 lender intros • Find 3 investor groups • Find 2 events | 3 <ul style="list-style-type: none"> • 15 Realtor intros • 5 lender intros • Ask 5 agents for coffee • Join 3 local groups | 4 <ul style="list-style-type: none"> • List 10 brokers/leaders • 5 meeting pitches • 10 Realtor intros | 5 <ul style="list-style-type: none"> • Follow up replies • Schedule 2 coffees • Confirm 1 event • Post 1 market update | 6 <p>Optional event Catch up</p> |
| Plan next week | 7 <ul style="list-style-type: none"> • 15 Realtor msgs • 10 follow-ups • Ask 3 for coffee • Update tracker | 8 <ul style="list-style-type: none"> • 10 lender msgs • 10 Realtor follow-ups • Create 1 talking sheet | 9 <ul style="list-style-type: none"> • Attend/schedule 1 meeting • Send thank-yous • Book 2 coffees | 10 <ul style="list-style-type: none"> • 5 team-meeting pitches • 10 Realtor msgs • Post 1 market update | 11 <ul style="list-style-type: none"> • Clean tracker • Tag contacts • Follow up warm leads | 12 <p>Optional event Catch up</p> |
| Plan next week | 13 <ul style="list-style-type: none"> • Create rent-vs-sell update • Send to 10 agents • 10 Realtor msgs | 14 <ul style="list-style-type: none"> • 10 lender msgs • Ask 5 for coffee • Research 5 title/ins. contacts | 15 <ul style="list-style-type: none"> • Attend/schedule 1 meeting • Ask each contact for 1 intro | 16 <ul style="list-style-type: none"> • 5 presentation offers • 10 Realtor msgs • 5 investor-agent msgs | 17 <ul style="list-style-type: none"> • Post 1 market update • Follow up warm contacts • Update tracker | 18 <p>Optional event</p> |
| Plan next week | 19 <ul style="list-style-type: none"> • 20 Realtor msgs • 10 follow-ups • Ask 3 for intros | 20 <ul style="list-style-type: none"> • 10 lender msgs • 5 investor group comments • Register for 1 event | 21 <ul style="list-style-type: none"> • Attend 1 meeting/event • Ask for 1 referral | 22 <ul style="list-style-type: none"> • 5 meeting pitches • Follow up all pitches • 10 agent msgs | 23 <ul style="list-style-type: none"> • Monthly review • Count metrics • Post 1 monthly update | 24 <p>Optional event</p> |
| Plan next week | 25 <ul style="list-style-type: none"> • Add 25 business contacts • 15 intro msgs • Ask 5 for calls | 26 <ul style="list-style-type: none"> • 15 Realtor msgs • 5 lender msgs • Send free rent estimate offer to 10 agents | | | | |

WholePM 90-Day Door Growth Calendar: Days 31-60

| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
|---------------------------------|--|--|---|---|--|--|
| | 31 <ul style="list-style-type: none"> • 5 team-meeting pitches • 10 follow-ups • Ask warm agents about team meetings | 32 <ul style="list-style-type: none"> • 10 team-meeting pitches • 10 Realtor msgs • Target brokers/coaches | 33 <ul style="list-style-type: none"> • Build 10-min presentation • Prep rent-vs-sell deck • Print 1-page handout | 34 <ul style="list-style-type: none"> • Attend 1 meeting/event • Ask for 1 brokerage intro • Send thank-yous | 35 <ul style="list-style-type: none"> • 10 lender msgs • 10 Realtor follow-ups • Post 1 market update | 36 <p>Optional event Catch up</p> |
| 37 <p>Plan next week</p> | 38 <ul style="list-style-type: none"> • Find 5 investor groups • Comment in 3 groups • 10 investor-agent msgs | 39 <ul style="list-style-type: none"> • 10 investor-lender msgs • 10 investor-agent msgs | 40 <ul style="list-style-type: none"> • Attend investor event • Ask 3 investors about portfolio size | 41 <ul style="list-style-type: none"> • Follow up event contacts • Offer 5 rent estimates • Ask for 3 investor intros | 42 <ul style="list-style-type: none"> • Post investor market update • Update tracker • Rank top 10 prospects | 43 <p>Optional event</p> |
| 44 <p>Plan next week</p> | 45 <ul style="list-style-type: none"> • Review warm contacts • Pick top 20 • Send 20 personal follow-ups | 46 <ul style="list-style-type: none"> • Ask 10 agents about rent-vs-sell clients • Ask 5 lenders about investor clients | 47 <ul style="list-style-type: none"> • Schedule/attend 2 coffee meetings • Bring rent data or checklist | 48 <ul style="list-style-type: none"> • 5 presentation follow-ups • 10 new agent msgs • Post 1 market update | 49 <ul style="list-style-type: none"> • Identify top 10 referral partners • Send thank-you/check-ins | 50 <p>Optional event</p> |
| 51 <p>Plan next week</p> | 52 <ul style="list-style-type: none"> • 20 new Realtor msgs • 10 follow-ups • Ask 3 for intros | 53 <ul style="list-style-type: none"> • 10 lender msgs • 10 business partner msgs | 54 <ul style="list-style-type: none"> • Attend 1 networking meeting • Make 3 referral asks | 55 <ul style="list-style-type: none"> • 5 presentation pitches • 10 Realtor follow-ups • Create 1 what-we-do post | 56 <ul style="list-style-type: none"> • Monthly review • Count contacts/leads • Post 1 monthly update | 57 <p>Optional event</p> |
| 58 <p>Plan next week</p> | 59 <ul style="list-style-type: none"> • Review every owner lead • Send follow-ups • Set next step for each lead | 60 <ul style="list-style-type: none"> • Ask 10 warm partners for referrals • 10 new agent msgs • 10 follow-ups | | | | |

WholePM 90-Day Door Growth Calendar: Days 61-90

| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
|-----------------------------|---|--|---|---|---|-----------------------------|
| | 61 <ul style="list-style-type: none"> Attend 1-2 meetings Practice WholePM pitch Log all next steps | 62 <ul style="list-style-type: none"> 10 new agent msgs 10 follow-ups Post 1 market update | 63 <ul style="list-style-type: none"> Create local rental update Send to 20 referral partners | 64 <ul style="list-style-type: none"> Offer update as presentation Message 10 brokerage contacts | 65 <ul style="list-style-type: none"> Attend 1 event or meet 2 partners Ask what clients are asking | 66 Optional event |
| 67 Plan next week | 68 <ul style="list-style-type: none"> 15 new agent msgs 5 lender msgs Post update publicly | 69 <ul style="list-style-type: none"> Follow up everyone who engaged Ask for 3 rent estimate opportunities | 70 <ul style="list-style-type: none"> Identify top 25 warm partners Send 25 personal check-ins | 71 <ul style="list-style-type: none"> Ask 10 agents for referrals Ask 5 lenders for referrals | 72 <ul style="list-style-type: none"> Schedule 2 meetings Attend 1 event Send thank-yous | 73 Optional event |
| 74 Plan next week | 75 <ul style="list-style-type: none"> 10 team-meeting follow-ups 10 lender follow-ups Post 1 rental tip | 76 <ul style="list-style-type: none"> Review referrers / nurture / not-fit Build monthly follow-up list | 77 <ul style="list-style-type: none"> Review 90-day tracker Identify top 25 partners Top 5 in each category | 78 <ul style="list-style-type: none"> Create monthly plan 100 outbound 4 posts, 4 coffees, 2 events | 79 <ul style="list-style-type: none"> Follow up all open leads Ask partners for 1 rent estimate | 80 Optional event |
| 81 Plan next week | 82 <ul style="list-style-type: none"> Post 90-day market update Send 10 private thank-yous | 83 <ul style="list-style-type: none"> Final review Record doors, leads, meetings Record top sources | 84 <ul style="list-style-type: none"> Reconnect with top 10 Realtors Ask for 1 referral opportunity | 85 <ul style="list-style-type: none"> Reconnect with top 5 lenders + 5 investors Offer rent estimates | 86 <ul style="list-style-type: none"> Schedule next 2 events Schedule next 4 coffee meetings Update tracker | 87 Optional event |
| 88 Plan next week | 89 <ul style="list-style-type: none"> 10 follow-ups 10 outreach msgs Post 1 local market tip | 90 <ul style="list-style-type: none"> Build next-30-day action list Celebrate wins Share top metrics | | | | |