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15 16 17 18 19 20 21
22 23 24 25 26
29 30

100 Days to \$100k Team

with Karen Coffey



Program Outline

October 24th

Welcome Call
EXP Team Opportunities – the nuts and bolts with EXP
Creating Your Team Vision, Mission, and Culture
Identifying your 1st hires
Your 120 Day Roadmap

Homework:

November 7th

Agent Attraction Practices and Scripts (Team and Downline)
Your Unique Value Proposition
Scheduling Attraction
Team Member Standards & Expectations
Contracts, Accountability,
Compensation Models

November 21st

Group Mastermind & Action Mapping

Homework:

December 5th

Top 10 Free Lead Gen Models for Teams
Top 5 Paid For Lead Gen Systems for Teams and Getting Them Paid For
Ultimate Lead Generation Blueprint for Teams
Vendor & Affiliate Agreements

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December 19th

Group Mastermind & Action Mapping

Homework:

January 2nd

EXP-ansion Ready
2nd, 3rd, and 4th Market Identification
Agent Attraction Strategies across State Lines
Integrity
Attracting the Team Leader Role
Creating an Admin Hub
Using Broker Metrics

January 16th

Group Mastermind & Action Mapping

Homework:

January 30th

Bonus Week: One on One Coaching with Karen

February 13th

Becoming the Leader Your Team Wants & Needs
The CEO Mindset
Coaching Your Team
Team Meetings

February 27th

Last call
Final Mastermind, Questions & Answers
Your Business Plan

Also Weekly Accountability AND Monday Morning Mindset & Motivation Calls every week