

Get AMPed!!!

How Did Agents Set 10.5 Appointments In Four Weeks?
SIGN UP FOR THE NEW COLDWELL BANKER AGENT PRODUCTIVITY COURSE, AMP!



It is HIGHLY SUGGESTED the following activities are completed prior to Day 1 for agents who choose to participate in the AMP! course. Agents who do not complete the checklist below prior to day 1 are likely to fall behind and experience frustration and/or lack overall productivity.

Pre-AMP Checklist

With Branch Manager

- Schedule regular weekly meetings to take place with Branch Manager during the 4 weeks of AMP for review, support, questions and accountability
- Review your financial goals with Branch Manager prior to Week1: Unlocking Your Potential

Estimated Yearly Bills: _____

Estimated Yearly Savings: _____

Financial Goal: _____

Obtain MLS Market Data

- Register for and attend MLS Training
- Using the MLS, determine the below market statistics used during Week 1: Unlocking Your Potential

Average sales price in your market: _____

Average commission split (per side): _____

Your commission split percentage: _____

Technology Prep

- Activate InTouch Account and update/complete Profile with photo and contact info

[Click here](#) to watch a video on completing your profile

[Click here](#) for step by step instructions

- Prepare a list of contacts* (names, phone numbers, email and physical addresses)

[Click here](#) to access a link to download the **basic contact list template** for InTouch

To transfer phone contacts to Excel - suggested downloadable app: *Contacts2xls*

See your local SSA for assistance entering contacts into InTouch*

Bring to AMP!

- A commitment to TRANSFORMING your business over the next 4 weeks through actively participating, prospecting, script practicing and completing classroom achievement activities.
- Prospecting (Contacts) List
- Financial Goals (determined above) *and* MLS Data (determined above)

*InTouch can be upgraded (\$175/year) to PRO version which provides an additional level of marketing & support

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