

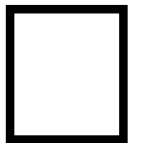


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YOUR REAL ESTATE PLAYBOOK

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**MVP  
TRAINING  
REGIMEN**



# The XO MVP Training Regimen

Print it out and keep your own notes day-to-day. We filled in what Rory did each day to help keep you on track.

## SUNDAY

5:00 AM \_\_\_\_\_

6:00 AM \_\_\_\_\_

7:00 AM \_\_\_\_\_

*Wake Up/Get the Sunday Paper/Eat Breakfast. (7-9am)*

8:00 AM \_\_\_\_\_

9:00 AM \_\_\_\_\_

*Showings. If no showings, highlight all FSBO's in Sunday Paper. (9am-1pm)*

10:00 AM \_\_\_\_\_

11:00 AM \_\_\_\_\_

12:00 PM \_\_\_\_\_

1:00 PM \_\_\_\_\_

*Open House. If no open house, visit 2 to 3 FSBO open houses and introduce yourself. (1-4pm)*

2:00 PM \_\_\_\_\_

3:00 PM \_\_\_\_\_

4:00 PM \_\_\_\_\_

*Appointment or showing. If you don't have one or the other, have dinner and family time. (4-9pm)*

5:00 PM \_\_\_\_\_

6:00 PM \_\_\_\_\_

7:00 PM \_\_\_\_\_

8:00 PM \_\_\_\_\_

9:00 PM \_\_\_\_\_

10:00 PM \_\_\_\_\_

*Bed.*

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## MONDAY

**5:00 AM** \_\_\_\_\_  
*Wake Up/Workout/Breakfast. (5-6am)*

**6:00 AM** \_\_\_\_\_  
*Review my schedule. (6-7am)*

**7:00 AM** \_\_\_\_\_  
*At the office writing thank you cards for people at my open house/Review my marketing & advertising/re-stock real estate supplies. (7am-12pm)*

**8:00 AM** \_\_\_\_\_

**9:00 AM** \_\_\_\_\_

**10:00 AM** \_\_\_\_\_

**11:00 AM** \_\_\_\_\_

**12:00 PM** \_\_\_\_\_  
*Lunch. (12-1pm)*

**1:00 PM** \_\_\_\_\_  
*Call everyone that was at my open house/cut out all the engagements from the Sunday Paper and mail them to the engaged couples along with your business card and a letter congratulating them and introducing yourself. (1-6pm)*

**2:00 PM** \_\_\_\_\_

**3:00 PM** \_\_\_\_\_

**4:00 PM** \_\_\_\_\_

**5:00 PM** \_\_\_\_\_

**6:00 PM** \_\_\_\_\_  
*Follow up with your pipeline/call FSBO's from the Sunday Paper/call 10 people from your sphere of influence. (6-9pm)*

**7:00 PM** \_\_\_\_\_

**8:00 PM** \_\_\_\_\_

**9:00 PM** \_\_\_\_\_

**10:00 PM** \_\_\_\_\_  
*Bed.*

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## TUESDAY

**5:00 AM** \_\_\_\_\_  
*Wake Up/Workout/Breakfast. (5-6am)*

**6:00 AM** \_\_\_\_\_  
*Review my schedule. (6-7am)*

**7:00 AM** \_\_\_\_\_

**8:00 AM** \_\_\_\_\_  
*Re-supply business cards on cork boards in my area/knock on 3 FSBO's doors and introduce yourself. (8-11am)*

**9:00 AM** \_\_\_\_\_

**10:00 AM** \_\_\_\_\_

**11:00 AM** \_\_\_\_\_  
*Email useful information to my pipeline. (11am-12pm)*

**12:00 PM** \_\_\_\_\_  
*Lunch. (12-1pm)*

**1:00 PM** \_\_\_\_\_  
*Go do something fun and non-work-related before you start prospecting (1-3pm)*

**2:00 PM** \_\_\_\_\_

**3:00 PM** \_\_\_\_\_  
*Scheduled prospecting time where you will talk on the phone with no less than 50 People you have never spoken to before. Preferably your farm and places where you left door hangers, FSBO's or the engagements you mailed. (3-9pm)*

**4:00 PM** \_\_\_\_\_

**5:00 PM** \_\_\_\_\_

**6:00 PM** \_\_\_\_\_

**7:00 PM** \_\_\_\_\_

**8:00 PM** \_\_\_\_\_

**9:00 PM** \_\_\_\_\_

**10:00 PM** \_\_\_\_\_  
*Bed.*

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## WEDNESDAY

**5:00 AM** \_\_\_\_\_  
*Wake Up/Workout/Breakfast. (5-6am)*

**6:00 AM** \_\_\_\_\_  
*Review my schedule. (6-7am)*

**7:00 AM** \_\_\_\_\_

**8:00 AM** \_\_\_\_\_  
*Go out and hang door hangers on at least 300 homes and townhomes. (8am-12pm)*

**9:00 AM** \_\_\_\_\_

**10:00 AM** \_\_\_\_\_

**11:00 AM** \_\_\_\_\_

**12:00 PM** \_\_\_\_\_  
*Lunch. (12-1pm)*

**1:00 PM** \_\_\_\_\_  
*Follow-up calls to pipeline. (1-3pm)*

**2:00 PM** \_\_\_\_\_

**3:00 PM** \_\_\_\_\_  
*Touching base calls to current clients. (3-4pm)*

**4:00 PM** \_\_\_\_\_  
*Mail jumbo postcards to 100 homes where you did doorhangers. (4-7pm)*

**5:00 PM** \_\_\_\_\_

**6:00 PM** \_\_\_\_\_

**7:00 PM** \_\_\_\_\_  
*Call 5 people in your sphere of influence and ask each one for 2 people you can call and introduce yourself to. (7-9pm)*

**8:00 PM** \_\_\_\_\_

**9:00 PM** \_\_\_\_\_

**10:00 PM** \_\_\_\_\_  
*Bed.*

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## THURSDAY

**5:00 AM** \_\_\_\_\_  
*Wake Up/Workout/Breakfast. (5-6am)*

**6:00 AM** \_\_\_\_\_  
*Review my schedule. (6-7am)*

**7:00 AM** \_\_\_\_\_

**8:00 AM** \_\_\_\_\_  
*Follow-up calls. (8-9am)*

**9:00 AM** \_\_\_\_\_  
*Follow-up visits to FSBO's and pipeline. (9-10am)*

**10:00 AM** \_\_\_\_\_  
*Do some paperwork and confirm open house schedule. (10am-12pm)*

**11:00 AM** \_\_\_\_\_

**12:00 PM** \_\_\_\_\_  
*Lunch. (12-1pm)*

**1:00 PM** \_\_\_\_\_  
*Scheduled prospecting time where you will talk on the phone with no less than 50 people you have never spoken to before. Preferably your farm and places where you left door hangers, FSBO's or the engagements you mailed. (1-7pm)*

**2:00 PM** \_\_\_\_\_

**3:00 PM** \_\_\_\_\_

**4:00 PM** \_\_\_\_\_

**5:00 PM** \_\_\_\_\_

**6:00 PM** \_\_\_\_\_

**7:00 PM** \_\_\_\_\_  
*Touching base calls to current clients under agreement. (7-9pm)*

**8:00 PM** \_\_\_\_\_

**9:00 PM** \_\_\_\_\_

**10:00 PM** \_\_\_\_\_  
*Bed.*

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## FRIDAY

**5:00 AM** \_\_\_\_\_  
*Wake Up/Workout/Breakfast. (5-6am)*

**6:00 AM** \_\_\_\_\_  
*Review my schedule. (6-7am)*

**7:00 AM** \_\_\_\_\_

**8:00 AM** \_\_\_\_\_  
*Email your pipeline wishing them a great weekend. (8-9am)*

**9:00 AM** \_\_\_\_\_

**10:00 AM** \_\_\_\_\_

**11:00 AM** \_\_\_\_\_

**12:00 PM** \_\_\_\_\_  
*If you have nothing pressing or any appointments, then go golfing or do something fun for the rest of the day. (9am till)*

**1:00 PM** \_\_\_\_\_

**2:00 PM** \_\_\_\_\_

**3:00 PM** \_\_\_\_\_

**4:00 PM** \_\_\_\_\_

**5:00 PM** \_\_\_\_\_

**6:00 PM** \_\_\_\_\_  
*Out to dinner and a movie with my spouse.*

**7:00 PM** \_\_\_\_\_

**8:00 PM** \_\_\_\_\_

**9:00 PM** \_\_\_\_\_

**10:00 PM** \_\_\_\_\_  
*Bed.*

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## SATURDAY

5:00 AM \_\_\_\_\_

6:00 AM \_\_\_\_\_

7:00 AM \_\_\_\_\_

*Wake up.*

8:00 AM \_\_\_\_\_

9:00 AM \_\_\_\_\_

*Showings/Appointments/Do paperwork. (9am till)*

10:00 AM \_\_\_\_\_

11:00 AM \_\_\_\_\_

12:00 PM \_\_\_\_\_

1:00 PM \_\_\_\_\_

2:00 PM \_\_\_\_\_

3:00 PM \_\_\_\_\_

4:00 PM \_\_\_\_\_

5:00 PM \_\_\_\_\_

6:00 PM \_\_\_\_\_

7:00 PM \_\_\_\_\_

8:00 PM \_\_\_\_\_

9:00 PM \_\_\_\_\_

10:00 PM \_\_\_\_\_

*Bed.*

