

BUSINESS PLANNING

DAY: TEAM LEAD

1 Prep

- As the business owner
 - BHAG
 - What is needed
- Agents
 - Why
 - 5 P/s

2 Day of

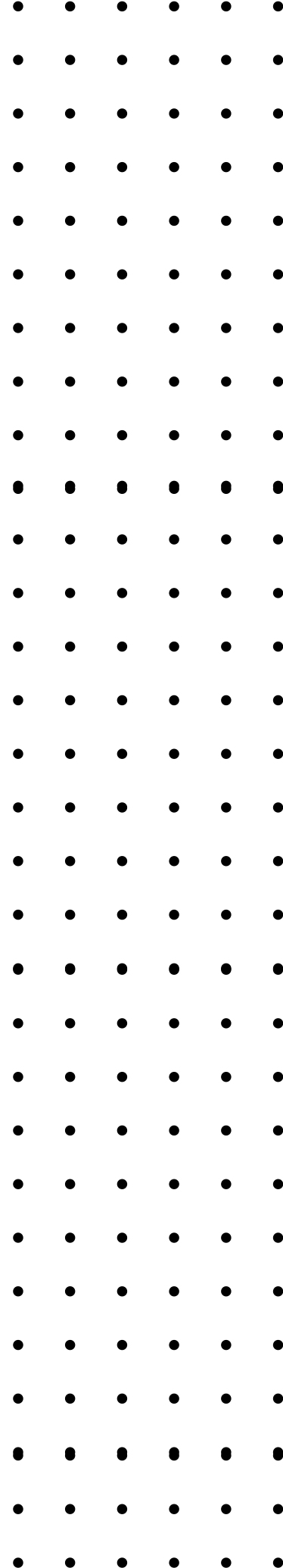
- Time frame
- Agenda
- Mindset
- Plan

3 Follow Up

- Getting the plans complete
- 1:1
- Having them turn in

4 Achieving Goals

- Goals posted
 - FUB
- Tie into weekly meetings
- Quarterly
- Bi-annual
- Nothing



AGENT BUSINESS PLANNING DAY 2025

Schedule:

9:00-10:30 AM

Welcome

Are You In?

11:30 AM-12:30 PM

Lunch Discussion

12:00-12:45 PM

Your Schedule

12:45-1:45 PM

Value Proposition

2:00-4:00 PM

Groups

