

30-Day Momentum Challenge

Daily tasks to build momentum in your real estate career.

Daily Action Plan:

Day 1-3: Foundation

- Review your current database
- Reconnect with 5 old contacts per day
- Update your social media profiles

Day 4-6: Outreach

- Send 10 prospecting messages each day
- Make 5 property-related calls
- Share a helpful article or market update on social media

Day 7-9: Visibility

- Record a short market update video
- Post a testimonial or client story
- Attend 1 networking event or virtual seminar

Day 10-12: Learning

- Watch a real estate training webinar
- Role-play listing presentation with a colleague
- Research a new project launch in your area

Day 13-15: Content Creation

- Create 3 value-based posts (tips, FAQs, checklists)
- Share a 'Behind the Scenes' story on Instagram or Facebook
- Write a blog post or LinkedIn article

Day 16-18: Lead Generation Focus

- Knock on 10 doors or deliver flyers
- Run a simple Facebook lead ad
- Offer a free property valuation to your network

Day 19-21: Database Deepening

- Call 5 prospects to check in
- Send a 'thank you' note to a past client
- Ask for 2 referrals politely

Day 22-24: Skill Sharpening

- Practice objection handling scripts
- Update your listing presentation deck
- Record a mock consultation session for review

Day 25-27: Pipeline Building

- Identify 10 potential sellers/buyers
- Offer value to each (e.g., reports, insights)
- Schedule preview viewings

Day 28-30: Reflection and Planning

- Review wins and lessons learned
- Set goals for the next 60 days
- Celebrate your consistency!

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Pro Tips:

- Block 1-2 hours daily dedicated to momentum tasks
- Consistency matters more than perfection
- Track your actions, not just outcomes

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