

4th Quarter 2021 & Preview of 2022

A Discussion



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ACE Licensed Seminar Leaders
Owners of Your Coaching Matters
Brokers Northwest Atlanta Properties



4th Quarter Review

Show Form and Send after the Call

YCM YTD Review	As of this date	9/29/21		
Enter Your Name here	INSTRUCTIONS: FILL IN YELLOW Only.		Green Auto Fills	
<u>What is working BEST for me so far this year is: Getting listings sold, double siding listings</u>	<u>I can do more of that by taking this action: Earning more listings</u>			
This Year Annual Goal #	50	days left/used so far	93	272
Where I should be now	37	% of year used	25%	100%
This Year Income Goal	\$ 325,000	% of year gone	75%	
Where I should be now	\$ 242,192	months left to work to close deals this year =	3	
# Closings so Far	28			
# Pendings	7			
# of Salable Listing Inventory	2			
# of HOT Buyers that absolutely WILL buy	2			
# of HOT Sellers that absolutely WILL sell	2			
Total	41			
In Additon to above (with 100% success) I need to Create an additional -> transctions by November 15th:	9	transactions		
Need Each Month	3	transactions		
Income so Far	\$ 171,738			

Announcing BOB BURG!



A Personal Message from Bob Burg



Imagine being part of a community of business owners, entrepreneurs, and professionals who are committed to your success, while supporting one another and co-creating the kind of world we want to live in.

Book Summary Will come to You



Key Points from the Summary of:

“Go-Givers Sell More” – Bob Burg and John David Mann

After this book was recommended to me and I decided I would like to write a summary of it for our book club, as I always do, I called **Bob Burg**, the co-author, to ask for permission.

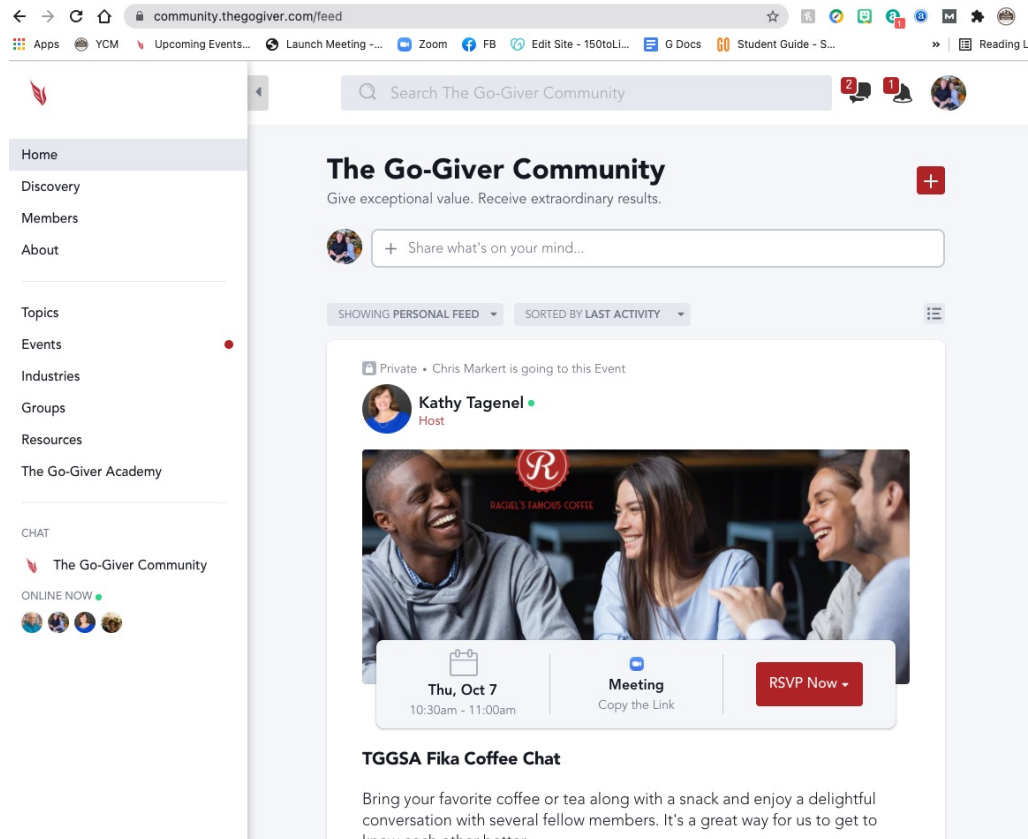
He not only gave me permission, but after a long conversation about NetWeaving, we are now mutual fans, and great friends as well.

For those who hadn't been to the book club event when we discussed my summary of this book, you need to know a little about the authors' first book, ***The Go-Giver***.

In there, Burg and Mann tell the story of Joe, an ambitious young man who is facing a quarterly production deadline which he is worried he will never make, and luckily he is referred to **Pindar**

Link for BOB BURG's Alliance Group STARTING NEXT WED 11am:

<https://tinyurl.com/YCM-BOBBURG>



A screenshot of the 'The Go-Giver Community' homepage. The browser address bar shows 'community.thegogiver.com/feed'. The left sidebar contains navigation links: Home, Discovery, Members, About, Topics, Events, Industries, Groups, Resources, and The Go-Giver Academy. The main content area features a search bar, a post by Kathy Tagenel (Host) with a photo of three people, and a calendar entry for 'Thu, Oct 7' from 10:30am to 11:00am. Below the calendar is a red 'RSVP Now' button. The event title is 'TGGSA Fika Coffee Chat'.

community.thegogiver.com/feed

Search The Go-Giver Community

The Go-Giver Community

Give exceptional value. Receive extraordinary results.

+ Share what's on your mind...

SHOWING PERSONAL FEED SORTED BY LAST ACTIVITY

Private • Chris Markert is going to this Event

Kathy Tagenel • Host

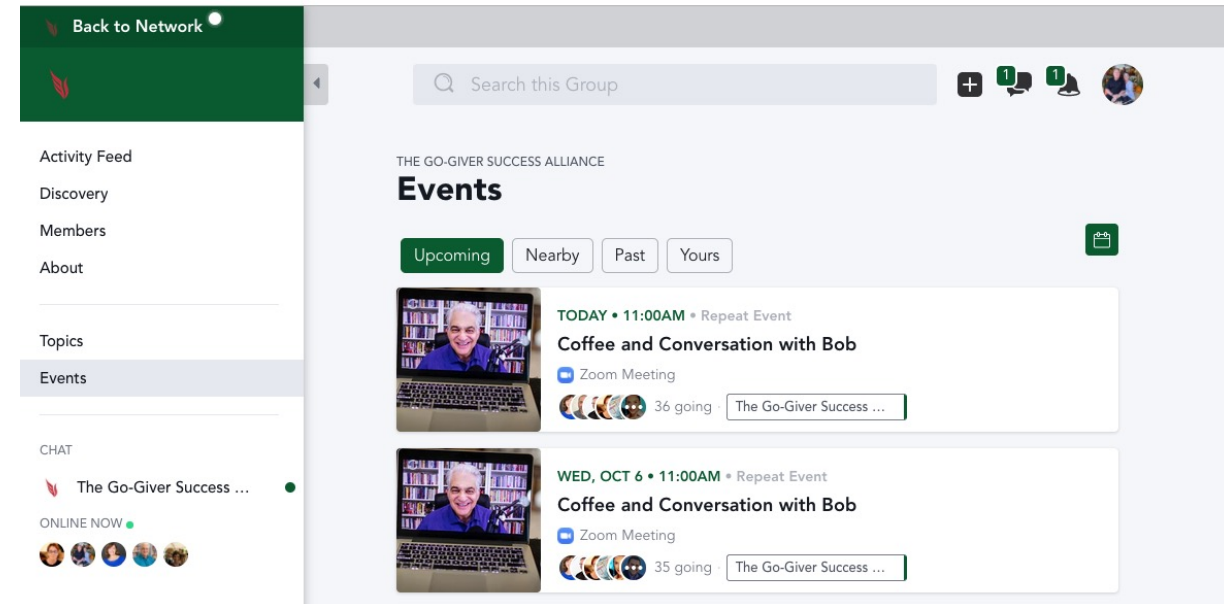
THU, OCT 7
10:30am - 11:00am

Meeting
Copy the Link

RSVP Now

TGGSA Fika Coffee Chat

Bring your favorite coffee or tea along with a snack and enjoy a delightful conversation with several fellow members. It's a great way for us to get to know each other better.



A screenshot of the 'The Go-Giver Success Alliance' Events page. The left sidebar shows navigation links: Back to Network, Activity Feed, Discovery, Members, About, Topics, and Events. The main content area features a search bar, a filter for 'Upcoming' events, and two event listings for 'Coffee and Conversation with Bob'. Each listing includes a photo of Bob, the date and time, and a 'Zoom Meeting' link.

Back to Network

Search this Group

THE GO-GIVER SUCCESS ALLIANCE

Events

Upcoming Nearby Past Yours

TODAY • 11:00AM • Repeat Event

Coffee and Conversation with Bob

Zoom Meeting

36 going The Go-Giver Success ...

WED, OCT 6 • 11:00AM • Repeat Event

Coffee and Conversation with Bob

Zoom Meeting

35 going The Go-Giver Success ...

Breakout and Discuss

- What do you love about what we are doing?
- What do you want more of in the new year?

2022

What you LOVE and What you WANT!

- What you love:
 - Work on business outside of your area at different events. EVENTS; Numbers Tracker/fundamentals; Accountability; Focus; Monday News You can Use; Group Calls;
- What you want MORE of OR... Different/New:
 - MORE Breakouts in Group; BOB BURG group; Service Based Sales; Listening Based Sales; Special Guests or YCM Clients with a specialty like Eric Hudson; LESS stress and hours without sacrificing income; Creating Predictable Sustainable Income with more FOCUS. A better way to do business... not Cold Calling.