

The 5-Connect Day

Most agents measure everything but the one number that matters.

The rule is simple: 5 connects a day, every work day. That's 25 a week.

Do it for 90 days and the pipeline takes care of itself.

WHAT COUNTS AS A CONNECT

A real two-way conversation with a real person. A call they answer. A coffee.

A text thread where they write back. Past clients, sphere, other agents, people you meet - it all counts.

Doesn't count: likes, comments, DMs left on read, and thinking about prospecting.

THE SCORECARD

MON	TUE	WED	THU	FRI
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☐	☐	☐	☐	☐
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This week's total: _____ / 25

Keep this sheet where you work. If the boxes are empty, that's the answer.

If they're full, the business follows. It always does.