YesMasters
Market Domination
PLAY BOOK

6 Steps to Dominate Your Market, Triple Your Income, and Have the Life You Want

with
Kevin Ward
YesMasters.com
Congratulations for investing this time to grow and improve your business and your life.

3 GOALS FOR YOUR BUSINESS:

GOAL 1:

GOAL 2:

GOAL 3:

Connecting the Dots:

To have the ultimate LIFESTYLE you really want…

How much MONEY do you want to be making annually?

$ ____________________________

REMEMBER: It’s not the MONEY…but the LIFE YOU WANT that has the power to make you TAKE ACTION ON YOUR PLAN.

“If you can dream it, you can do it.” --Walt Disney

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THE 6 STEPS TO MARKET DOMINATION:

STEP 1: ________________________________________.

KEY: Not just working ______________…or even working ______________. but learning to work ______________.*

*Learn to do the right things the right way to leverage your time and energy to get greater and more consistent results. In Step 6 you will learn the BIG STRATEGY to add 100+ Deals a year to your business!
STEP 2: ____________________________________________.

2 Huge Mistakes Agents Make:

1. Giving up __________ ________.

   Lead Follow Up Script:

   2. Stop trying to convince ________________ ________ to meet.

   The KEY: _____________________ is everything.
STEP 4: ____________________________________________.

Speak in terms of ___________ ____________ ....not yours.

___________________________________________

Stop going after _____________, and start going after _____________.

“It’s not about ___________. It’s about ____________.”

The 3 MAGIC WORDS SCRIPT:
STEP 5: _________________________________.

Every time you do a listing presentation, you are auditioning for a ________________ paycheck…so stop winging it.

It’s not how ___________________________ that gets you listings. It’s how good you are at ___________________________ that to the Sellers.
STEP 6: ______________________________________.

R.E.V. = ______________________________________

2 KEYS: C_______________ >> P__________________

From being “_____” to being “_______” Realtor.

C.L.V. = ______________________________________

Build your W.O.M.M.T. = __________________________

____________________________________________

Create T.O.M.A. =_______________________________
OLD MODEL

NEW MODEL

Start ______ at ________.

____________ your ________.

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“Nothing is more expensive than missed opportunity.”
--Jackson Brown

If you want to schedule a private Strategy Session with Kevin, and learn more about the exact Strategies and Systems to build a 100-300 deal/year business, click the link below.

>>>100-Day ListMaster Challenge Application<<<
(The number of applications are extremely limited so take action now.)