Tom Hopkins'

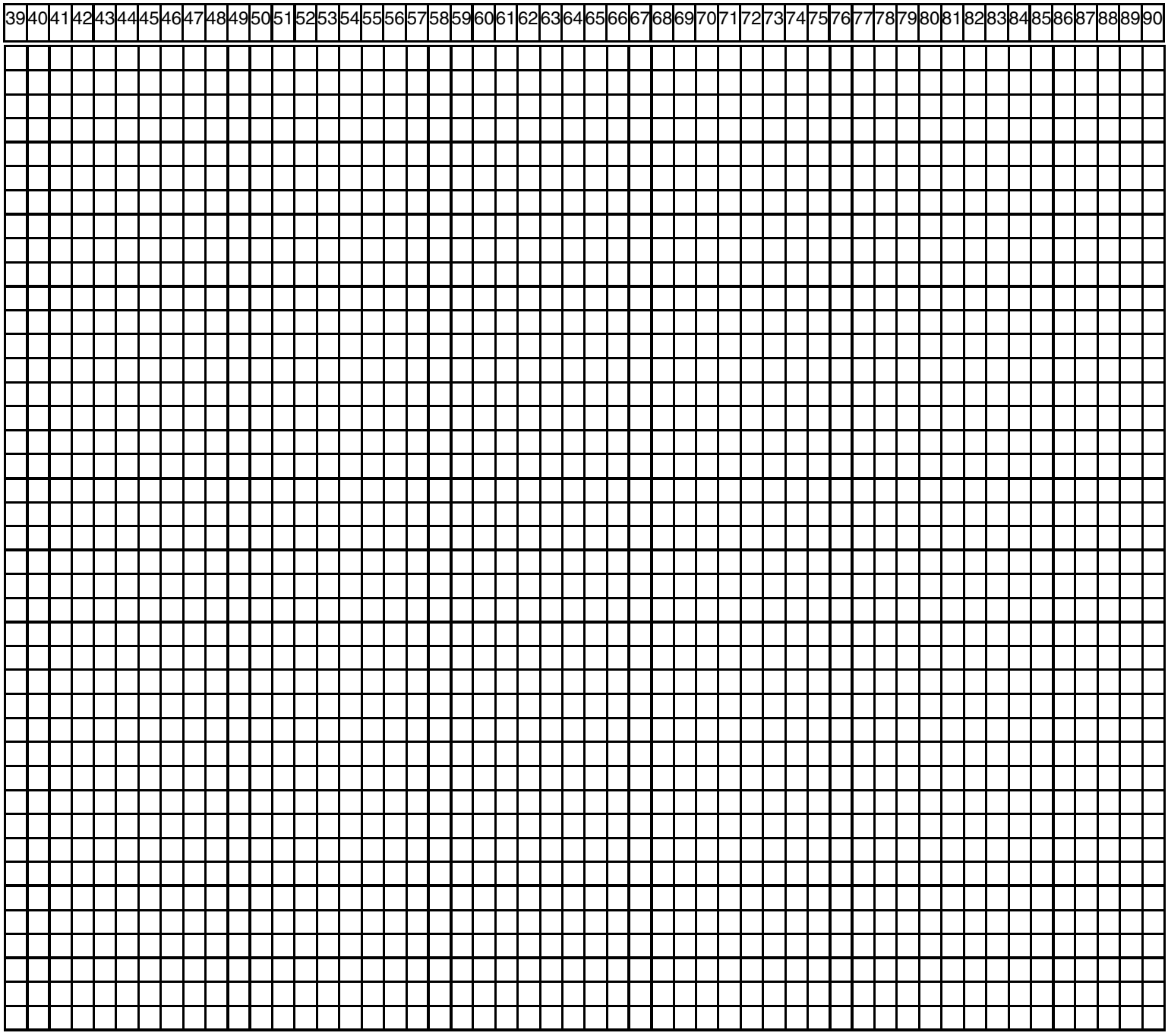
90 Day Activity Chart

"Successful people do things that failures do not like to do."

Real estate is the highest paid hard work,
and the lowest paid easy work there is!

		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38
	40																																						
	39																																						
	38																																						
The Million Dollar Pro	37																																						
	36																																						
	35																																						
	34																																						
	33																																						
	32																																						
	31																																						
	30																																						
	29																																						
Looking good.	28																																						
You are in the top 20%	27																																						
in the United States.	26																																						
	25																																						
	24																																						
	23																																						
	22																																						
	21																																						
	20																																						
	19																																						
	18																																						
Average.	17																																						
If that's what you want.	16																																						
	15																																						
	14																																						
	13																																						
	12																																						
	11																																						
	10																																						
	9																																						
	8																																						
Danger Level!	7																																						
You may soon have a	6																																						
boss telling you what	5																																						
to do again	4																																						
	3																																						
	2																																						
	1																																						
	0																																						

Real estate is partly a numbers game. So, you must talk to a lot of people, and don't kid yourself about how many. This graph makes it impossible to kid yourself about how many people you are contacting. It points out your strong areas as well as your weak areas. All you need is the backbone to be honest in filling it out so it can work for you.

Your point total each day will be a reflection of your future income. This is a fact. If you keep up a high level of activity for 90 days, you should have more business than you can handle. If you start into a slump, your activity chart will reflect it immediately because 90% of the time slumps are caused by a lack of activity or a bad attitude. No activity will cause guilt and guilt will give you a bad attitude. A high activity level will give you a strong self image and a strong attitude because you have control of your life

Fill in the block for your point total each day, and connect with a line from the previous day's total. This will show just how productive you are being and what level of income that productivity should generate.