



30 DAY LISTING CHALLENGE

How the challenge works: The 30 Listing Challenge is designed to give you a day by day checklist of items to complete. If complete these checklists we are 100% confident you will get a listing within 30 days

Here are the Rules: Complete the daily checklist everyday. If you don't complete them you must start over. You can do anything for 30 days!

30 day Listing Challenge Prep

- **Copy and Review the Legacy Broker Academy 30-day Tracker:** Familiarize yourself with the tracker and how it will help you stay organized and accountable.
- **Find 15 Business For Sale Groups or Business For Sale by Owner Groups on Facebook:** This will expand your network and provide additional opportunities to find leads.
- **Track all of these in your Legacy Broker Academy 30-day Tracker:** This ensures you're staying organized and keeping track of your progress throughout the challenge.
- **Create & Print Drop Letters:** Drop letters are a monthly challenge of 100 drop letters. If you want to do them in one day or over the course it doesn't matter but make sure you track them:

WHAT THE CHALLENGE WILL CONSIST OF

- **Drop Letters :** 25 Drop Letters Every Week.
- **Messaging businesses using the INSPIRE Cold Messaging Script:** (Target new prospects from various sources like business-for-sale websites, Craigslist, Facebook Marketplace, etc.)
- **Follow up with ALL businesses using the REACH follow-up cadence:** (Prioritize those with the highest engagement or closest to a potential meeting/listing. This includes following up on messages from previous days, drop letters, Facebook comments/DMs, etc.)
- **Comments on Business For Sale Facebook Groups:** Provide helpful advice, answer questions, and engage in discussions to build your presence and credibility.
- **Direct Messages to prospects in Business For Sale Facebook Groups:** Use your INSPIRE script to initiate conversations with potential sellers.
- **Log ALL activity in your tracker:** Meticulously record your outreach efforts, responses, and any notable interactions. This will help you analyze your progress, identify what's working, and refine your approach.

Day 1

- 5+ Messages to businesses using the INSPIRE Cold Messaging Script
- Follow up with ALL businesses using the REACH follow-up cadence
- 5+ Comments in any of the Business For Sale Facebook Groups
- 3+ DMs to prospects in Business For Sale Facebook Groups
- Log ALL activity in your tracker

***Reminder 25 Drop Letters Per Week**

Day 2

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Day 30

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CONGRATULATIONS!

YOU COMPLETED THE LEGACY BROKER ACADEMY



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