

RPM 30-Day Action Plan

- ☐ Complete your **SMARTER Goals Worksheet**
 - In the *Raising Private Money* course, go to *Module 10: What's Next* and refer to the *Goal Setting* activity.
- ☐ Review your **7-Step Joint Venture** course.
 - In the *Raising Private Money* course, go to *Module 1: Pre-Training & Resources* and refer to *Lesson 2 – The 7-Step JV Process*
- ☐ Why believe in you? Create your **Value-Add Statement**
 - In the *Raising Private Money* course, go to *Module 1: Pre-Training & Resources* and refer to *Lesson 1 – Create Your Value-Add Statement* and the *L1.1 – VAS Worksheet*
- ☐ List who is already on your Team?
- ☐ Who else do you need on your Team?
- ☐ Identify the JV Deal Structure you are most interested in
- ☐ Complete 3-5 JV case studies using real properties.
- ☐ Identify your **Transferrable skills**.
 - In the *Raising Private Money* course, go to *Module 3: Why Believe in You* and refer to *Lesson 15 – Transferrable Skills* and the *Activity – Transferrable Skills Checklist*
- ☐ Build your Credibility package outline.
- ☐ Practice Asking for the Sale and roleplay 5 Objections with 3 different people. Use the **Objecting Handling activity** to get started.
 - In the *Raising Private Money* course, go to *Module 8: Asking for the Sale* and refer to *Lesson 27 and 28* and the *Objection Handling* activity.
- ☐ How big do you want to grow?
- ☐ What growing pains do you anticipate and how can you overcome them?
- ☐ What is one thing that is currently holding you back. Now, write down how you can solve this obstacle. If you do not know, who can you ask?
- ☐ Complete your “I know I’m successful when...” activity.
- ☐ What is your next step forward?