**YOUR DATABANK-How to Organize them?**

**Alphabet System** This system will enable you to touch base with your database by phone 4 times a year

in a systematic manner. System as set up in M.O.V.E. (Massive Overwhelming Value Experience)

Week 1 AW-A&W Sweet Success

Week 2 BE-BE the Master of Your Database

Week 3 DO-DO the Database Two

Week 4 HV-Have a Career Worth Having

Week 5 CK-Your Cash Kow is Paying Off

Week 6 FG-Feeling Good

Week 7 MX-Reach Your MAX Potential

Week 8 NR-Nurture Your Relationships

Week 9 SU-Success Begins with You

Week 10 PL-P& L Profit Baby

Week 11 TJ-Totally Jazzed

Week 12 IQ-Brilliant Agents Work Their Database

Week 13 ZY-It’s EZ Y Wait

**My Relationship to the Person in MyDataBANK**

A Plus (Core Advocates-Past Clients and Referrers)

A (Strong Relationship)

B (More of an acquaintance)

C (No relationship)

**Millionaire Real Estate Agent**

MET (Realize approximately a 12/2 return on MET people in your database in a 3 year period if you are

marketing to them in a consistent manner according the the MREA models and systems)

Haven’t MET (Realize approximately a 50/1 return on Haven’t Met people in your database in a 3 year

period if you are marketing to them in a consistent manner according the the MREA models and systems)