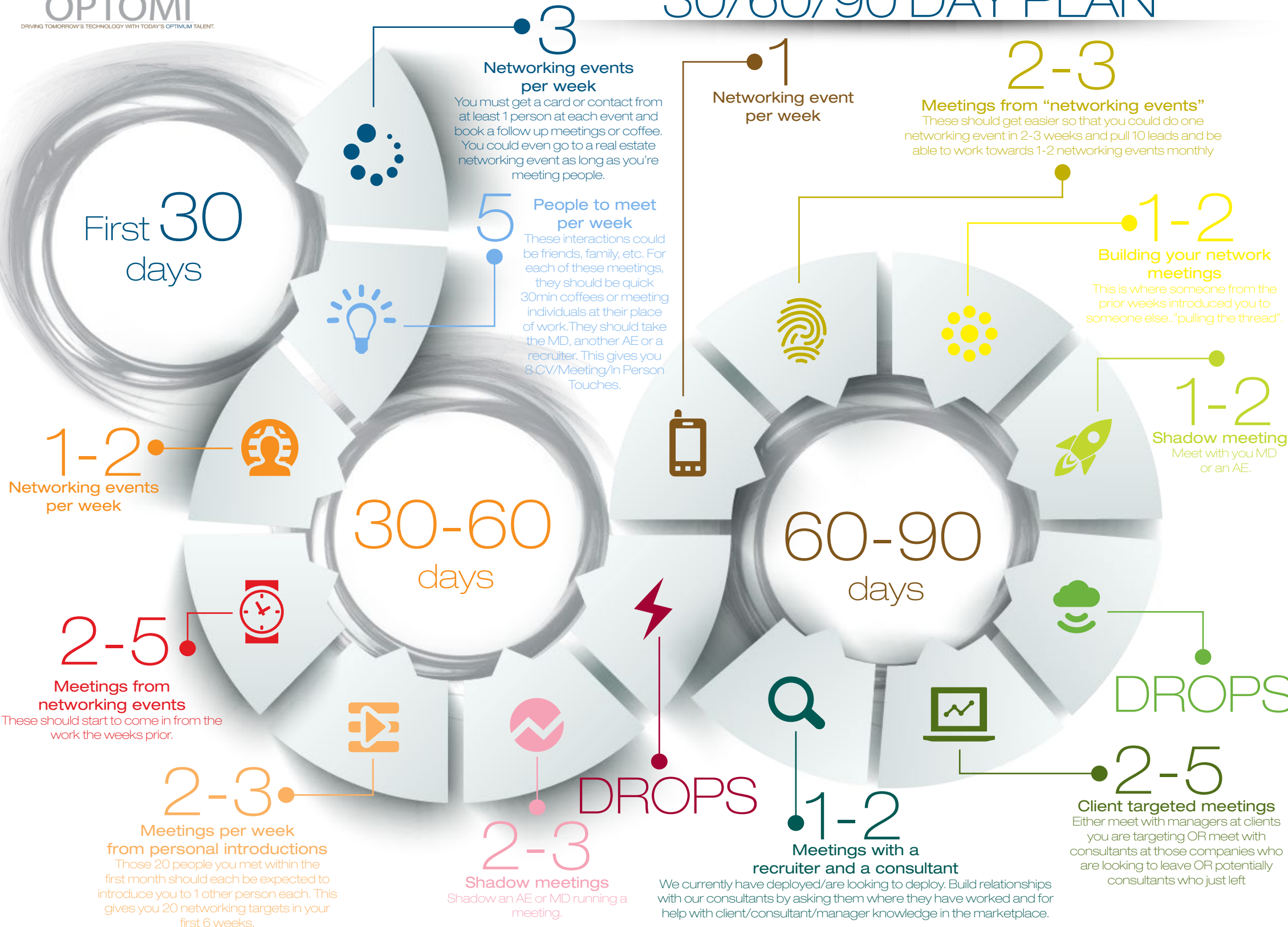


# 30/60/90 DAY PLAN



First 30 days

3

**Networking events per week**

You must get a card or contact from at least 1 person at each event and book a follow up meetings or coffee. You could even go to a real estate networking event as long as you're meeting people.

5

**People to meet per week**

These interactions could be friends, family, etc. For each of these meetings, they should be quick 30min coffees or meeting individuals at their place of work. They should take the MD, another AE or a recruiter. This gives you 8 CV/Meeting/In Person Touches.

1

**Networking event per week**

2-3

**Meetings from "networking events"**

These should get easier so that you could do one networking event in 2-3 weeks and pull 10 leads and be able to work towards 1-2 networking events monthly

1-2

**Building your network meetings**

This is where someone from the prior weeks introduced you to someone else.. "pulling the thread".

1-2

**Shadow meetings**  
Meet with you MD or an AE.

1-2  
**Networking events per week**

30-60 days

60-90 days

2-5

**Meetings from networking events**

These should start to come in from the work the weeks prior.

2-3

**Meetings per week from personal introductions**

Those 20 people you met within the first month should each be expected to introduce you to 1 other person each. This gives you 20 networking targets in your first 6 weeks.

2-3

**Shadow meetings**  
Shadow an AE or MD running a meeting.

**DROPS**

1-2

**Meetings with a recruiter and a consultant**

We currently have deployed/are looking to deploy. Build relationships with our consultants by asking them where they have worked and for help with client/consultant/manager knowledge in the marketplace.

**DROPS**

2-5

**Client targeted meetings**  
Either meet with managers at clients you are targeting OR meet with consultants at those companies who are looking to leave OR potentially consultants who just left