

TAKE FLIGHT PROGRESS TRACKER

Segments	Stage 1	Stage 2	Stage 3	Stage 4	Stage 5
Vision	N/A	Stuck	In Process	Proficient	30,000 ft.
3 Year Vision					
Elimination					
Mindset Maintenance					
12 Week Year Business Planning					
Habits and Routines	N/A	Stuck	In Process	Proficient	30,000 ft.
Morning Ritual/Planning of the Day					
Weekly Planning and Execution					
Front Loading the Year					
Ideal Lifestyle Creation					
Health and Wellness Routines					
Database and Relationship Management	N/A	Stuck	In Process	Proficient	30,000 ft.
CRM Selected and Created					
All 5 Lists Categorized					
Process in Place to Execute Consistent Touches					
Client Events					
Strategic Gifting					
Systems and Processes	N/A	Stuck	In Process	Proficient	30,000 ft.
Repeatable Buyer Processes Created/Execution					
Repeatable Listing Processes Created/Execution					
Referral Processes Created/Execution					
Post Closing Processes Created/Execution					
Transaction Software in Use					
Lead Generation/Marketing	N/A	Stuck	In Process	Proficient	30,000 ft.
3 Rocks of Marketing Identified					
Marketing Process Created/Execution					
Consistent Social Media Campaigns					
Effective Personal Brand					
Team Creation (if applicable)	N/A	Stuck	In Process	Proficient	30,000 ft.
Proper Capacity Needs Identified					
Team Members Identified					
Team fully trained					