

# 2026 TAKE FLIGHT TRACKER

Section	Stage 1	Stage 2	Stage 3	Stage 4	Stage 5
<b>Vision, Clarity and Standards (Internal Work)</b>	N/A	Stuck	In Process	Proficient	30,000 ft.
3 Year Vision - Do I have an emotional destination?					
Do I have goals that support my 3 Year Vision?					
Am I focused on my Self Development?					
Is my life and business cluttered? Are there things I need to eliminate?					
Do I commit to a Daily Meeting with Myself? (Meditation, Work out, thinking session)					

<b>Habits, Routines and Rituals (Internal Work)</b>	N/A	Stuck	In Process	Proficient	30,000 ft.
Do I execute consistently on a Daily Planning Method that supports my business?					
Do I execute consistently on a Weekly Review and Planning Session?					
Am I Committed to a Quarterly Business Planning Strategy? Do I track my progress?					

<b>CRM and Relationship Management (External)</b>	N/A	Stuck	In Process	Proficient	30,000 ft.
Do I use a CRM to track my relationships within my NETWORK?					
Is my CRM efficient? Do I use segments and tags?					
Do I consistently execute on my weekly client touch goals? (The Next 10)					

<b>Standard Operating Procedures/Checklist (External Effort)</b>	N/A	Stuck	In Process	Proficient	30,000 ft.
Do I have a Repeatable Buyer Process? (includes referrals and post closing)					
Do I have a Repeatable Listing Processes? (includes referrals and post closing)					
Is my Listing Presentation and Client Selection Process result in quality transactions?					
Is my Buyer Initial Consultation and Client Selection Process result in quality transactions?					
Do I use Transaction Software to track my transactional checklists?					
Do I have process in place after each transaction to improve my SOP's?					
Use of AI in your business to create efficiencies.					

<b>Lead Generation/Marketing/Personal Brand (External Effort)</b>	N/A	Stuck	In Process	Proficient	30,000 ft.
Do I know where my business originates? (3 Rocks of Marketing Identified)					
Do I have a Lead Capture Process? Do I track all new leads and lead source?					
Does my social media Content and personal website help me attract, convert and retain my network?					
Do I have an Email Marketing strategy?					
Do I use my Listing Marketing Process as a lead generation tool?					