



Dream Year Guide

Use this handbook to get some clarity in your life. We're going to dig in and change how you think about your year and drive improved results!

~ Leigh Brown, REALTOR®, CEO, best-selling author, coach, and speaker

YEAR END ASSESSMENT

Time to take stock of three of your greatest assets:
your health, your money, and your time.
Consider these questions as you plan to **Restart** your year.



YOUR HEALTH:

- Have you had a checkup and recommended screenings (or at least scheduled)?
- Are you exercising regularly (at all)?
- Did you get enough sleep (or some)?
- Is your weight in a healthy range (ish)?
- How are you managing stress (hahahahahahah)?



YOUR MONEY:

- Did you reach your revenue goals?
- Do you have a handle on expenses?
- Have you made regular contributions to your retirement savings plan?
- Do you have emergency cash on hand?
- Are your estimated taxes on target?



YOUR TIME:

- Are you traveling more/less than you planned?
- What are you doing to make family time a priority?
- Do you feel overwhelmed regularly?
- Are you struggling to complete administrative tasks?
- What proportion of time are you spending on growing your business?

Financial Outcome:

1. How are you currently allocating commission checks? (enter percentage in each category)

Business: _____% Personal: _____% Taxes: _____% Community: _____%

2. Should that change? Yes No

3. What is your current outflow? (enter amount in each category)

Business: \$_____ Personal: \$_____ Taxes: \$_____ Community: \$_____

4. What is the NET INCOME goal across all 4? \$_____

Schedule:

5. What is your scheduled day off every week?

Monday Tuesday Wednesday Thursday Friday Saturday Sunday

6. What time of the day do you have downtime? _____

7. When do you have your vacation scheduled? _____

Your People:

8. Who are the most important people in your life?

9. How many times per month will you reach out to them? _____ # of times

Fitness/Health:

10. Are you currently on any regimen to take care of YOU? Yes No

11. What needs to change? _____

12. Who is going to be your accountability partner in this endeavor? _____

Education:

13. What do you need help with?

Investors Listings Buyers Systems Team Building Marketing Niche Video

14. What is your budget for educational conferences and classes? \$_____

Spiritual:

15. Do you have a gap to fill here? Yes No

16. What needs to change in your life to open you up to something bigger?

GiveBack:

17. What nonprofit/community activity MEANS something to you right now? _____

18. What are you going to do for them in the next 12 months?

Daily Activity Record

DATE _____

S M T W TH F S

PROSPECTING From: _____ to: _____ Name: _____

Calls:

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42
43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63

Referral Requests:

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
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Summary Results: Dials _____ Contacts _____ Leads: Buyer _____ Leads: Seller _____ Lender _____ Future _____
 Buyer Appointments Set _____ Seller Appointments Set _____

SCHEDULE / ACTIVITIES	
7	
8	
9	
10	
11	
12	
1	
2	
3	
4	
5	
6	
7	

PRIORITIZED TASK LIST			Priority Scale: A Right Away B End of the Day C End of the Week			
A	B	C	Ask for referrals	A	B	C
A	B	C	Call Birthdays, Anniversaries, etc.	A	B	C
A	B	C		A	B	C
A	B	C		A	B	C
A	B	C		A	B	C
A	B	C		A	B	C
A	B	C		A	B	C

RESULTS / OPPORTUNITIES / ISSUES / AD & SIGN CALLS

Lead Generation • Mastery of Scripts • DPA = Prospecting / Selling / Negotiating

Summary of Goals for Personal Plan

- 1)
- 2)
- 3)
- 4)
- 5)
- 6)

GOAL: _____

Follow up Calls:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Note Cards Sent:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Homes Previewed:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Email Follow up:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
B's Into Drip System:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
C's Into Drip System:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Phone Duty Calls:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
# of Zero Transfers:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
# of Face to Face Appts:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21

YEARLY CLOSED TO DATE: _____ **YTD GOAL:** _____

PROJECT GOALS

Project Title			
Start Date		Completion Goal	

PURPOSE WHAT is the GOAL?	✓	WHAT does SUCCESS look like?
	<input type="checkbox"/>	

IMPORTANCE WHY will this make a DIFFERENCE?	✓	WHAT does SUCCESS look like?
	<input type="checkbox"/>	

OUTCOME HOW does the COMPLETION look?	✓	WHAT does SUCCESS look like?
	<input type="checkbox"/>	

Worst Result <i>What if you Don't take Action?</i>	
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Best Result <i>What if you Do take Action?</i>	
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Leigh Brown

FROM CHAOS
TO CLARITY



“Reclaim clarity when chaos clouds everything, so decisions aren’t reactive, but intentional. Ignite unwavering courage, even when fear whispers to retreat. Lead forward, turning disruption into reinvention and impact.”

Leigh Thomas Brown is a strategic leader, keynote speaker, and bestselling author who helps organizations and individuals navigate disruption with clarity and confidence. Known for her bold authenticity and faith-driven approach, Leigh brings energy, truth, and real-world strategy to every audience she serves.

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