

Growth plan

One goal. Hours per week you will protect. Four appointments with the work — not client appointments. Blocks on the calendar. If the hours aren't dated, they belong to whoever texts.

Agent _____

Today's date _____

90-day goal (copy from the SMART page)

Primary engine (the 1 they circled) _____

Secondary engine (optional — only if the first is already a habit) _____

Hours per week protected for this (a number, not "plenty") _____

Those hours live on (days / times) _____

Weekly coaching day / time _____

Write verbs you can see: call, knock, hold, send, ask, follow up. Not "work on farming."

Appointment 1 with the work

Date / time / place _____

Action steps

Done? what actually happened _____

Appointment 2 with the work

Date / time / place _____

Action steps

Done? what actually happened _____

Appointment 3 with the work

Date / time / place _____

Action steps

Done? what actually happened _____

Appointment 4 with the work

Date / time / place _____

Action steps

Done? what actually happened _____

Review in weeks 5–8. If the hours didn't happen, do not add a fifth appointment. Cut the hours until they're real, then keep them.