

TURBO AGENT

COMPLETE WORKBOOK

All 22 Chapter Homework Assignments

Coach Ran Biderman

Name: _____

Start Date: _____

THE SUCCESS SEQUENCE

Follow this exact sequence for EVERY chapter:

- Step 1: Follow Turbo Agent WhatsApp messages
- Step 2: Read the chapter in your Turbo Agent book
- Step 3: Complete the book homework assignment
- Step 4: Watch the video lesson
- Step 5: Complete the video assignment
- Step 6: Take the quiz (75% to pass)

Your Commitment:

I commit to following the Success Sequence for every chapter and completing all assignments.

Signature: _____ Date: _____

CHAPTER 1: Your Inner Game & Mindset

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Write your "why" — why are you in real estate?
- List 3 limiting beliefs holding you back
- Write 3 empowering beliefs to replace them
- Create your daily affirmation statement
- Commit to reading 10 pages of personal development daily

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 2: It's Your Business

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Define your business structure and goals
- Create your business plan outline
- Set your income goal for the next 12 months
- Calculate how many transactions you need
- Identify your unique value proposition

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 3: The Motivation Compass

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Identify your core motivators
- Write down your top 5 goals
- Create a vision board or vision statement
- Establish your accountability system
- Find an accountability partner

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 4: The Psychology of Selling

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Study the 4 personality types (DISC)
- Identify your own personality type
- Practice adapting your communication style
- Role-play with different personality types
- Create a cheat sheet for each personality type

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 5: The Learning Edge

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Create a daily learning schedule
- List 3 skills you need to improve
- Find resources for each skill (books, courses, mentors)
- Commit to daily role-playing
- Schedule weekly training time

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 6: The Power of Self-Development

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Choose 3 personal development books to read
- Create a morning routine
- Identify habits to eliminate
- Identify habits to develop
- Track your daily habits for 30 days

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 7: Creating Unstoppable Momentum

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Define your daily non-negotiable activities
- Create your daily schedule template
- Identify your power hours for prospecting
- Remove distractions from your environment
- Set up your workspace for success

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 8: Wake Up to Win

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Set your wake-up time (recommend 4:30-5:00 AM)
- Create your morning routine (exercise, mindset, preparation)
- Eliminate evening habits that hurt sleep
- Prepare clothes and materials the night before
- Track your wake-up time for 30 days

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 9: Focus on What Matters

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- List your A, B, and C activities
- Eliminate or delegate C activities
- Time-block your A activities
- Create a "stop doing" list
- Review and adjust your priorities weekly

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 10: Thriving in Real Estate

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Map out your lead generation sources
- Create your prospecting schedule
- Set daily contact goals
- Build your lead tracking system
- Commit to consistent daily prospecting

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 11: Follow-Up Mastery

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Create your follow-up system
- Set up automated follow-up sequences
- Develop follow-up scripts for each lead type
- Schedule follow-up time daily
- Track your follow-up conversion rates

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 12: Prequalifying Appointments

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Create your prequalifying questions list
- Develop your prequalifying script
- Practice prequalifying calls
- Set criteria for qualified vs. unqualified leads
- Role-play prequalifying scenarios daily

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 13: Winning Listings

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Create your prelisting package
- Develop and memorize your listing presentation script
- Master one objection per week using the 7-day method
- Role-play listing presentations daily
- Conduct a full dress rehearsal

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 14: Transform Your Buyer Experience

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Create your buyer consultation process
- Develop your exclusive benefits list
- Require exclusive buyer agreements from all buyers
- Prepare your buyer's kit
- Create buyer postcards for door knocking

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 15: The Objection Expert

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- List your most challenging objections
- Find or create scripts for each objection
- Master one objection this week using the 7-day method
- Role-play objection handling 30 minutes daily
- Record and review your role-play sessions
- Practice standing up during phone calls

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 16: Mastering Market Insights

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Conduct MLS research on your market
- Preview properties in at least one category
- Commit to checking the Hot Sheet daily
- Attend or schedule broker opens
- Offer market expertise to homeowners

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 17: Laser-Focused Success

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Research sales activity in your chosen niche
- Analyze your sphere of influence
- Identify potential sub-niches
- Choose your niche and commit to it
- Create your niche statement: "I specialize in _____ for _____ in _____"

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 18: Consistency in Branding

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Schedule a professional photo shoot
- Audit your branding for consistency across all platforms
- Create your slogan
- Update all platforms with consistent branding
- Plan your branding activities (postcards, newsletters, social media)

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 19: The Golden Database

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Download and upload all contacts to your CRM
- Populate key details for each contact
- Create marketing campaigns for your database
- Set your database growth goal
- Identify 3-5 influencers to nurture relationships with

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 20: Launching At Full Speed

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Prepare your database with 500+ contacts
- Create your video script and record messages
- Subscribe to FSBO, expired, and FRBO lead services
- Schedule daily role-play sessions
- Commit to Major Blast: 50 contacts/day for 30 days
- Prepare your family for your intense schedule

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 21: From Striving to Thriving

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Calculate your daily contact goal based on income target
- Write your commitment statement and post on social media
- Build your database to 500+ people
- Commit to preparing your lead list nightly
- Create your daily tracking system

Notes:

Date Completed: _____ Quiz Score: ____/8

CHAPTER 22: Scaling Smart

Success Sequence:

■ WhatsApp messages ■ Read chapter ■ Book homework ■ Watch video ■ Video assignment ■ Quiz passed

Homework Assignments:

- Assess your current team building stage
- Define your next hire
- Create job descriptions for future team roles
- Study DISC profiles for each team role
- Set your financial freedom goal
- Consider hiring a coach for team building

Notes:

Date Completed: _____ Quiz Score: ____/8

COURSE COMPLETION

Congratulations! You have completed the Turbo Agent Course.

My Results:

Total Chapters Completed: ____/22

Total Quizzes Passed: ____/22

Course Completion Date: _____

My Commitments Going Forward:

My 90-Day Goals:

1. _____
2. _____
3. _____

Student Signature: _____ Date: _____