

# DO THE DATABASE TWO!

## DTD2 Schedule

WEEK	LETTERS	QUARTER 1	QUARTER 2	QUARTER 3	QUARTER 4
Week 1	A & W	Jan 3	Apr 4	Jul 4	Oct 3
Week 2	B & E	Jan 10	Apr 11	Jul 11	Oct 10
Week 3	D & O	Jan 17	Apr 18	Jul 18	Oct 17
Week 4	H & V	Jan 24	Apr 25	Jul 25	Oct 24
Week 5	C & K	Jan 31	May 2	Aug 1	Oct 31
Week 6	F & G	Feb 7	May 9	Aug 8	Nov 7
Week 7	M & X	Feb 14	May 16	Aug 15	Nov 14
Week 8	N & R	Feb 21	May 23	Aug 22	Nov 21
Week 9	S & U	Feb 28	May 30	Aug 29	Nov 28
Week 10	P & L	Mar 7	Jun 6	Sep 5	Dec 5
Week 11	T & J	Mar 14	Jun 13	Sep 12	Dec 12
Week 12	I & Q	Mar 21	Jun 20	Sep 19	Dec 19
Week 13	Y & Z	Mar 28	Jun 27	Sep 26	Dec 25
<b>TIPS:</b>	<ol style="list-style-type: none"> <li>1. Practice your scripts.</li> <li>2. Call EVERY contact.</li> <li>3. Confirm email and mailing address is accurate.</li> <li>4. Add to neighbourhood nurture and ask "other than your neighbourhood, are there any other neighbourhoods you would be interested in following?"</li> <li>5. Ask for permission to ask for referrals and establish the expectation that you WILL ask for referrals.</li> <li>6. <b>ASK FOR REFERRALS!!!!</b></li> </ol>				