



90 Day Producer Plan: QX 20XX

Producer:

Agency:

My Target Markets: Focus on 3 niche markets – What niches will you prospect?

1
2
3

Target Accounts: 26 Prospects – 90 days – you need to meet with 2 prospective clients each week. Who are the target accounts that you will set an appointment?

1	14
2	15
3	16
4	17
5	18
6	19
7	20
8	21
9	22
10	23
11	24
12	25
13	26

Centers of Influence: 12 spheres of influence – 90 days – explore one relationship each week. Who are the people that can give you a leveraged referral to prospects?

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

Prospecting Campaign: You have 90 days. What strategies are you going to use to open doors?

1
2
3
4
5
6