

# **RULE OF 56**

- **MAKE TWENTY-FIVE (25) PHONE CALLS A WEEK TO PROSPECTIVE PROPERTY SELLERS IDENTIFIED THROUGH THE CURRICULUM.**
- **SEND TWENTY FIVE (25) LETTERS A WEEK TO PROSPECTIVE PROPERTY SELLERS.**
- **WRITE FOUR (4) OFFERS PER WEEK ON PROPERTIES THAT IF AND WHEN ACCEPTED WOULD BE A GOOD INVESTMENT OPPORTUNITY.**
- **CONDUCT TWO (2) NETWORKING APPOINTMENTS PER WEEK.**

