



PERSONAL & BUSINESS PERFORMANCE
COACHING COMMUNITY

THE COMBINE METHOD



Do you want to have a successful week?

Now let's plan it...

PERSONAL DEVELOPMENT:

"It all starts with mindset"

- How to start your day...
 - * Health/Fitness
 - * Books/Audio Books
 - * YouTube - (Motivational/Educational mindset videos)
- Schedule Family/friend Time
- Community Development/Giving Back
- Personal Beliefs/Religious Prayers/Gratitude
- Set more goals
- Meditation

SOI/CRM:

"How much you make depends on your data base"

- Mail out to past clients
(thank you cards, holiday cards, etc)
- Connect on Social Media w/all new friends/business relationships
- Reward for Referrals
- Add more contacts to CRM each week
- Invite SOI to events
- CRM Examples: Constant Contact, Emma, Lions Desk
- Promotion emails / emails of value

SOCIAL MEDIA:

"If you don't promote you won't get paid"

- LinkedIn, Facebook, Instagram, Twitter, Snapchat, etc
- Post Everyday so you are top of mind
- Post all work activity, successes, actions & closings
(While making it fun) Call to action posts to make people engage
- Connect with new relationships on all social media accounts
- Ad agencies, Facebook Boosts, Digital Marketing Agencies
- BRAND YOURSELF
- Virtual Rapport

OPEN HOUSES:

"Create Awareness"

- Call Local Neighbors
- Promote on Social Media
- Take flyers to local businesses
- One Every other month (pending the business)
- Call referral partners/prospects

COMMITMENTS

NETWORKING EVENTS:

“Your network builds your networth”

- Gather business cards and add to CRM and connect on Social Media
- BNI's
- Host Events
- Meet Up/Networking Apps for iphone
- Participate in Events
- Charity Events
- Attend or host small group masterminds

COLD CALL:

“Dial for dollars”

- Company Generated Leads
- Expired Leads
- Open House Calls
- Company Just Solds

FARMING AREAS:

“If you water your crops, business will grow”

- Business Visits
- Door Knocks/Door Hangers
- Cold Calls
- Newsletters
- Email Campaigns
- Direct Mail

VERTICAL MEETINGS:

“Business is a contact sport”

- Networking Events
- See past clients
- Meet with referral partners
- Meet to create referral partners
- Charity events/fundraising

BUSINESS DROP-OFFS

“Lead with value”

- Promote on Social Media
- Bring pretzels, pizza, snacks, etc to specific locations:
 - Police Dept
 - Fire Dept
 - Offices
 - Warehouses
 - Friends Jobs
- Target Market Businesses

COMMITMENTS

MONDAY

7:00AM

8:00AM

9:00AM

10:00AM

11:00AM

12:00AM

1:00PM

2:00PM

3:00PM

4:00PM

5:00PM

6:00PM

7:00PM

8:00PM

9:00PM

10:00pM

11:00PM

POWER 5

- 1.
- 2.
- 3.
- 4.
- 5.

To Do List:

-
-
-
-
-
-
-
-
-
-

Weekly Target:

Target Met:

TUESDAY

7:00AM

8:00AM

9:00AM

10:00AM

11:00AM

12:00AM

1:00PM

2:00PM

3:00PM

4:00PM

5:00PM

6:00PM

7:00PM

8:00PM

9:00PM

10:00pM

11:00PM

POWER 5

1.

2.

3.

4.

5.

To Do List:

Weekly Target:

Target Met:

WEDNESDAY

7:00AM	
8:00AM	
9:00AM	
10:00AM	
11:00AM	
12:00AM	
1:00PM	
2:00PM	
3:00PM	
4:00PM	
5:00PM	
6:00PM	
7:00PM	
8:00PM	
9:00PM	
10:00pM	
11:00PM	

POWER 5

1.

2.

3.

4.

5.

To Do List:

Weekly Target:

Target Met:

THURSDAY

7:00AM

8:00AM

9:00AM

10:00AM

11:00AM

12:00AM

1:00PM

2:00PM

3:00PM

4:00PM

5:00PM

6:00PM

7:00PM

8:00PM

9:00PM

10:00pM

11:00PM

POWER 5

1.

2.

3.

4.

5.

To Do List:

Weekly Target:

Target Met:

FRIDAY

7:00AM

8:00AM

9:00AM

10:00AM

11:00AM

12:00AM

1:00PM

2:00PM

3:00PM

4:00PM

5:00PM

6:00PM

7:00PM

8:00PM

9:00PM

10:00pM

11:00PM

POWER 5

1.

2.

3.

4.

5.

To Do List:

Weekly Target:

Target Met:

SATURDAY

7:00AM

8:00AM

9:00AM

10:00AM

11:00AM

12:00AM

1:00PM

2:00PM

3:00PM

4:00PM

5:00PM

6:00PM

7:00PM

8:00PM

9:00PM

10:00pM

11:00PM

POWER 5

- 1.
- 2.
- 3.
- 4.
- 5.

To Do List:

-
-
-
-
-
-
-
-
-
-

Weekly Target:

Target Met:

SUNDAY

7:00AM

8:00AM

9:00AM

10:00AM

11:00AM

12:00AM

1:00PM

2:00PM

3:00PM

4:00PM

5:00PM

6:00PM

7:00PM

8:00PM

9:00PM

10:00pM

11:00PM

POWER 5

1.

2.

3.

4.

5.

To Do List:

-
-
-
-
-
-
-
-
-
-
-

Weekly Target:

Target Met:

DEVIN DINOFA

AWARDED REALTOR • REAL ESTATE DEVELOPER
HIGH PERFORMANCE COACH • AWARDED PHILANTHROPIST
ENTREPRENEUR • SPEAKER



PERSONAL & BUSINESS PERFORMANCE
COACHING COMMUNITY



AWARDED BY



Burlington
County Regional
Chamber of Commerce
Connect. Grow. Succeed.

LEADERSHIP CLASS OF 2018



MAGAZINE
MAN OF THE YEAR

40 Under

SNJ BUSINESS PEOPLE

DAVE MELTZER



CERTIFIED HIGH
PERFORMANCE
COACHING™

CONNECT WITH ME ON:



Facebook: Devin DiNofa



Linked In: Devin DiNofa



Instagram: Devin_DiNofa