

Five-Day Conversation Tracker

Build a repeatable rhythm for useful real estate conversations.

A free agent resource from Bart Gurley + Larry Smith

What counts as a meaningful conversation?

A two-way exchange that helps you understand someone's situation, answer a relevant question or agree on a next step. A dial, unanswered message or social reaction is not the same thing.

Start with the person

Who are you speaking with? What are they trying to understand? What useful information could you bring? Choose an appropriate contact channel and respect their preferences.

Track five workdays

For each day, record: meaningful conversations; need or question heard; useful information delivered; agreed next step; follow-up date. Use initials in this worksheet and keep private client details in your approved CRM.

Daily worksheet

Monday: _____ conversations | Learning: _____ | Next step: _____

Tuesday: _____ conversations | Learning: _____ | Next step: _____

Wednesday: _____ conversations | Learning: _____ | Next step: _____

Thursday: _____ conversations | Learning: _____ | Next step: _____

Friday: _____ conversations | Learning: _____ | Next step: _____

Review the pattern

Which activity led to real conversations? Where did your process stall? What question helped you listen better? Choose one change for next week. Activity supports practice; it does not guarantee a closing.

Want help applying this in your business?

Explore practical coaching, marketing support and the Maverick community.

<https://www.maverickrealtynetwork.com/help>

Related episode: <https://youtu.be/dPiyDb04mts>

Educational resource. Adapt to client needs, current lender figures, local rules and brokerage policies. No promised results. Prepared October 8, 2026.