

The Daily Momentum Tracker

DATE _____

TODAY'S ONE MOVE	The action you'd still take if the day fell apart.

CONVERSATIONS		The only input you fully control.
Intentional People Conversations		
ACTIVITIES		Visibility touches. They compound or they don't happen.
Authority Email Sent		
Intentional Text Message Sent		
Intentional Direct Message Sent		
Handwritten Note Sent		
Listing Postcard Sent		
Authority Video Posted		
Social Post Published		
APPOINTMENTS		Where visibility turns into a conversation with a table.
Mega Open House Hosted		
Listing Appointment Conducted		
Buyer Consultation Conducted		
AGREEMENTS		The day's work, written down and signed.
Listing Agreement Signed		
Buyer Agreement Signed		

TODAY'S MOMENTUM	
Total Edge Actions™ completed. One number. No judgment attached.	

CLOSE THE DAY			Two minutes. Then put it down.
What moved the business forward today?	What took time that belongs to my Quiet Team™?	Tomorrow's first Edge Action™, decided now:	

How this page works

Read once. After that, print page one and fill it in as the day happens.

Momentum is not a feeling. It's a count. On a good day you can name what you did; on a scattered day you can only name how tired you are. The difference between those two days is usually smaller than it feels — and the only way to know is to write it down while it's happening.

This page tracks the **13 Edge Actions™** — the specific, repeatable actions that build an independent practice. Not tasks. Not errands. The thirteen things that actually move a solo business forward.

HOW TO USE IT

1. **Write Today's One Move first.** Before email, before the phone. One action you'd still take if the rest of the day fell apart.
2. **Mark actions as they happen, not at the end.** Reconstructing a day from memory turns tracking into a chore, and chores get dropped. Marking a circle takes one second.
3. **Total it once. Then stop looking at it.** The number is information, not a verdict. A three-action day during a closing week is not a failure.
4. **Decide tomorrow's first action tonight.** This is the whole trick. Momentum isn't built by starting strong — it's built by never facing a blank morning.

WHY THE ACTIONS ARE GROUPED THIS WAY

The thirteen actions aren't a list. They're a sequence — the Business Flywheel™: **Activities → Conversations → Appointments → Agreements → Closings**. Activities create visibility. Visibility creates conversations. Conversations create appointments. Appointments create agreements. Agreements create closings.

Which means when the bottom of this page is empty for weeks, the problem is almost never at the bottom. Agreements don't dry up on their own. Look up the page — the drought started in the Activities section forty days ago.

Every Edge Action™ is a deposit into your authority bank

Most of these actions don't pay today. A note you write on a Tuesday, a video you post in March, a conversation that ends with nothing — none of it shows up in this month's income. That's exactly why agents stop doing them, and exactly why the ones who don't stop end up with a business that doesn't need rescuing every quarter.

Consistency is the only version of this that works. Thirteen actions on Monday and nothing until Friday is not momentum. It's a spike, and spikes are what burnout looks like on a chart.

This tracker has no daily targets by design. The right number of Edge Actions™ per day depends on your closing goal, your market, and your stage of business — and a target pulled from someone else's business is worse than no target at all. Track your own for two weeks, and you'll know your real baseline.

One day is a count. One quarter is a pattern.

This page shows you today. The Edge Business Partner™ planner carries the full quarter — the 13 Edge Actions™ tracked by week, calibrated to your closing tier, with the conversation math already calculated and the review rhythm that turns a stack of daily counts into a pattern you can act on.

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