

ICIWorld 100% Scorecard

What Is Your ILS Batting Average?

The Goal: Maximize Your Opportunities to Make Money

Each completed activity is worth **10%**. Complete all ten to put the principal ICIWorld services to work for you.

Why this matters: A missing Have, Want, search, phone call, website inquiry, app search, referral or relationship could mean missing a valuable transaction and never knowing it existed. One missed connection could potentially be worth a \$50,000 commission - or more or less. The purpose of this scorecard is to give you the best reasonable chance to uncover opportunities.

Think of it like a batting average. One at-bat does not tell you whether baseball works. In the same way, posting one listing and waiting is not using 100% of an Information Listing Service. The score below measures how much of the system you actually have working for you.

☐ 1. Recognize Information That Can Make You Money 10%

- ✓ Identify owners who may sell, lease, buy, relocate or expand.
- ✓ Recognize buyer, tenant, investor and referral opportunities.

Check the box when completed: You regularly recognize information that can potentially lead to a transaction, referral or relationship and know it can be networked through ICIWorld.

☐ 2. Post Your Haves and Wants 10%

- ✓ Maintain meaningful Haves and Wants.
- ✓ Working goal: up to 10 or more active Haves and at least 5 active Wants when your business permits.

Check the box when completed: You actively enter the opportunities and acquisition criteria you are working with.

☐ 3. Keep Your Information Current 10%

- ✓ Review entries regularly.
- ✓ Modify changed information and keep active entries less than 90 days old whenever possible.

Check the box when completed: Your information is current, accurate and actively maintained.

☐ 4. Search for the Match and Make the Calls 10%

- ✓ Search Database 1 and Database 2.
- ✓ When appropriate matches appear, make at least three calls or connections.

Check the box when completed: You do not only post and wait; you actively look for the other side of the opportunity.

Continue Your 100% Scorecard

☐ 5. Know and Use the Three Special Questions 10%

- ✓ Learn the three questions ICIWorld teaches to uncover opportunities.
- ✓ Use them with at least 10 property owners or business owners.

Check the box when completed: You actively use the questions to uncover information that may never otherwise reach the marketplace.

☐ 6. Put ICIWorld to Work on Your Website 10%

- ✓ Have your ICIWorld IDX/search links installed and working.
- ✓ Use the searches to show prospects the buyers, Wants and opportunities in your network.

Check the box when completed: Your website tools are working and you use them in conversations with prospects and clients.

☐ 7. Use the ICIWorld App 10%

- ✓ Install the ICIWorld Global Real Estate Networking App or shortcut.
- ✓ Use ICIWorld from your phone at least once a week and when speaking with prospects.

Check the box when completed: ICIWorld is readily available on your phone and you use it regularly.

☐ 8. Read the Daily Information and Act on It 10%

- ✓ Receive information for your area or specialty.
- ✓ Read the Daily Digest and follow up when you see a possible match or relationship.

Check the box when completed: You regularly review incoming information and make connections from it.

☐ 9. Use the Extra Networking Channels 10%

- ✓ Use appropriate ICIWorld social and professional networking channels.
- ✓ Attend Zoom/networking sessions, present Haves and Wants, and develop professional relationships.

Check the box when completed: You use the additional channels available to increase exposure and create connections.

Finish Your 100% Scorecard



10. Know Our Pledge and Ask Us for Help

10%

- ✓ Know the ICIWorld Pledge.
- ✓ If you are not making transactions or worthwhile connections, make an appointment before waiting until renewal time.

Check the box when completed: You will contact ICIWorld for assistance when you are not getting the activity, relationships or opportunities you expect.

Your ICIWorld Score

Add 10% for each checked item.

My Score: _____ %

Score	What It Means
90%-100%	Most or all of the principal ICIWorld services are working for you.
70%-80%	Good participation, but important opportunities may still be sitting on the bench.
50%-60%	Only about half the system is working for you. An ICIWorld review is recommended.
Below 50%	Most of the system is still untapped. Make an appointment before judging the service by results.

Now Measure Your Results

Connections made: _____

New business relationships developed: _____

Referrals generated: _____

Buyer or seller prospects generated: _____

Listings obtained: _____

Transactions completed: _____

Approximate commission/revenue from ICIWorld connections: \$ _____

The important question is not only, "Did I do a deal?" It is: Did I give myself the best opportunity to do a deal? If your score is below 80%, please make an appointment so we can help identify what may be missing. appointment.iciworld.com