2016 MARKETING ACTIVITIES

	CONTENT MARKETING					PERSONAL CONTACT -CLIENT AND TARGETS					REFERRAL DEVELOPMENT	
Hours	BLOG	SPEAKING	SOCIAL MEDIA	PUBLISHING	INFO SHARING	CLIENT CALLS	SEMINARS	TRADE SHOWS	BAR ACTIVITIES	ENTERTAINMENT	ALUMNI	OTHER PRO'S
January 2016												
Week 1 (1/4)												
Week 2 (1/11)												
Week 3 (1/18)												
Week 4 (1/25)												
February 2016												
Week 1 (2/1)												
Week 2 (2/8)												
Week 3 (2/15)												
Week 4 (2/22)												
Week 5 (2/29)												
March 2016												
Week 1 (3/7)												
Week 2 (3/14)												
Week 3 (3/21)												
Week 4 (3/28)												
April 2016												
Week 1 (4/4)												
Week 2 (4/11)												
Week 3 (4/18)												
Week 4 (4/25)												
May 2016												
Week 1 (5/2)												
Week 2 (5/9)												
Week 3 (5/16)												
Week 4 (5/23)												

Week 5 (5/30)												
June 2016												
Week 1 (6/6)												
Week 2 (6/13)												
Week 3 (6/20)												
Week 4 (6/27)												
July 2016												
Week 1 (7/4)												
Week 2 (7/11)												
Week 3 (7/18)												
Week 4 (7/25)												
August 2016												
Week 1 (8/1)												
Week 2 (8/8)												
Week 3 (8/15)												
Week 4 (8/22)												
Week 5 (8/29)												
September 2016												
Week 1 (9/5)												
Week 2 (9/12)												
Week 3 (9/19)												
Week 4 (9/26)												
October 2016												
Week 1 (10/3)												
Week 2 (10/10)												
Week 3 (10/17)												
Week 4 (10/42)												
Week 5 (10/31)												
November 2016												
Week 1 (11/7)												
Week 2 (11/14)												
Week 3 (11/21)												
Week 4 (11/28)												

December 2016												
Week 1 (12/5)												
Week 2 (12/12)												
Week 3 (12/19)												
Week 4 (12/26)												