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| **12 MONTH CAMPAIGN CALENDAR** |
| **JAN** | **FEB** | **MAR** | **APR** | **MAY** | **JUN** | **JUL** | **AUG** | **SEP** | **OCT** | **NOV** | **DEC** |
|  |  |  |  | SUBURB REPORT | 2ND CHANCE SUBURB REPORT |  |  |  | SUBURB REPORT | 2ND CHANCE SUBURB REPORT |  |
| ON THE MARKET | ON THE MARKET | ON THE MARKET | ON THE MARKET | ON THE MARKET | ON THE MARKET | ON THE MARKET | ON THE MARKET | ON THE MARKET | ON THE MARKET | ON THE MARKET | ON THE MARKET |
|  |  | P. DRIVE | 2ND CHANCE P. DRIVE |  |  | P. DRIVE | 2ND CHANCE P. DRIVE |  |  |  |  |
| HOT SPOT | HOT SPOT | HOT SPOT | HOT SPOT | HOT SPOT | HOT SPOT | HOT SPOT | HOT SPOT | HOT SPOT | HOT SPOT | HOT SPOT | HOT SPOT |
| SOLD IS COMING |  | EASTER EGGS |  |  |  |  |  | NICE HOME MAILOUT |  |  | XMAS CARDS |
|  |  |  |  |  |  |  |