



TIPS TO IMPROVE YOUR REAL ESTATE **MOMENTS OF TRUTH**

NOTES TO GET TO MY NEXT LEVEL[®]

- ☐ Dress professionally
- ☐ Show up with enthusiasm
- ☐ Be well groomed
- ☐ Arrive on time
- ☐ Commit to service
- ☐ Coach, don't close
- ☐ Be present in the moment
- ☐ Listen intently
- ☐ Focus on client needs
- ☐ Come prepared
- ☐ Bring pro marketing materials
- ☐ Practice listing conversation
- ☐ Follow up promptly
- ☐ Pay attention (put down phone)
- ☐ Communicate often & effectively