



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