

Seven Summer SMILE Stop Ideas!

1. Stop by with a tube of sunscreen and a note, “Got real estate questions or needs? I’ve got you COVERED! Wishing you a safe and happy summer!”
2. A bottle of Simply Lemonade with a note, “SIMPLY wanted to wish you a great summer! I’m always here if you need anything!”
3. Freeze pops tied with ribbon and note, “I help people keep their COOL when buying and selling homes! I’m here if you need anything!”
4. Beach ball with a note, “Having a ball helping people with their real estate needs. I’d love to help you too! Give me a call!”
5. Toy sand sifter with a note, “I can help you sift through the real estate process with ease!”
6. Kitchen scissors with a note, “I can help you CUT through any real estate red tape!”
7. Ice cream scoop, “If you ever want the SCOOP on the real estate market, call me! I’m happy to help!”

SMILE STOPS are fun reasons to stop for quick visits with past and potential customers to show your appreciation and continuously cultivate your connection and trust.

S: Service (focus on service not selling)

M: Meet face-to-face

I: Invite them to share their needs by asking questions

L: Leave behind a token of gratitude

E: Elevate the relationship

www.ThePowerProgram.com®