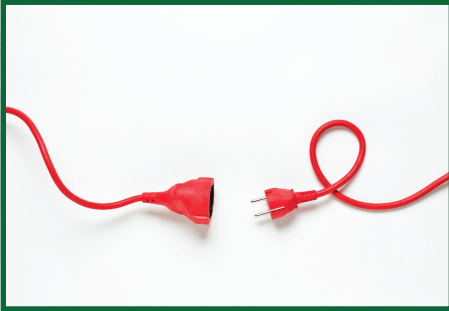


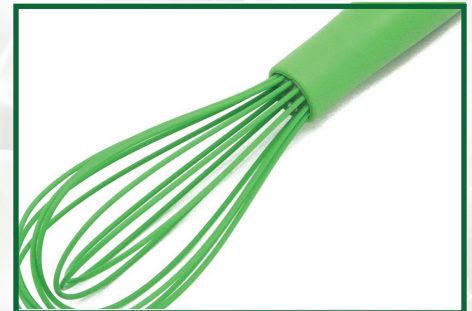
December **SMILE STOPS™** Ideas for Agents



"Love staying 'connected' with great people/clients like you! Happy Holidays!"
- Extension cord



"Thank you for helping me 'wrap' up a great year serving you and your referrals!"
- Wrapping Paper



"Whisk'ing you happy holidays!" - Red or Green Whisk



"Merry Christmas to all, and to all a sweet bite!" - Baked goods



"Any way you slice it, I'm thankful for your referrals."
- Holiday Pie



"May your days be merry and bright! Happy Holidays!" - Flashlight



SMILE STOPS™

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

They are designed to help you:

- 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