

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

6 Smart SMILE STOPS Ideas for Agents for Spring:

- 1 Lucky!** Get small green gift bags and fill with several bags individually packaged Skittles candies with a note that says, "Good clients are like rainbows – hard to find and lucky to see. Thank you for your business."
- 2 Peeps!** (Put Easter Peeps in a cellophane bag with a note saying, "Happy Easter! Got real estate questions? Have your peeps call mine!")
- 3 Seeds of Success.** Put seed packets in a small flower pot and tie with a ribbon. Add a note that says, "The seeds of relationships grow when trust is cultivated and cared for. Thank you for trusting me with your real estate needs."
- 4 Blooming.** Purchase bouquets of cut flowers or small pots of live flowers and attach a note, "Business is BLOOMING, and I wanted to thank you for your part in my journey."
- 5 Thank you for your THYME.** Get five potted thyme plants, and add a note that says, "Thank you for your THYME, and for always being a valued customer!"
- 6 You're the Bomb.** Wrap giant bath bombs in festive fabric or tissue or place in gift bags with a note, "You're the bomb! Thanks for being such an awesome mom and valued customer." Deliver to at least 10 moms on your client list.

