



the **12** BEST  
*ideas*

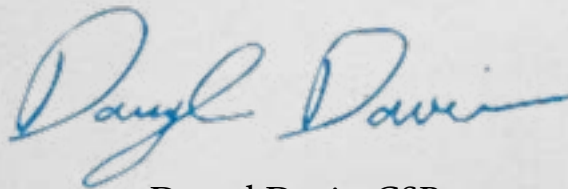
To Generate Listing Leads in 30 Days

By Darryl Davis, CSP

This eGuide was written with our Power Agent® Members in mind as a means to help spotlight twelve of the best lead sources for generating listings. You'll see links to their Classroom throughout.

If you are not yet a Power Agent®, you'll find information at the end of this guide about how to take advantage of a full-access 30-day trial for this empowering and substantial program!

Wishing you every success!



Darryl Davis, CSP



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# BEFORE READING THE 12 PROSPECTING IDEAS, MAKE SURE YOU READ THIS

## Power Fact:

**When your prospecting dwindles...  
*so does your income.***

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Agents often say, “I don’t know what to do. I don’t know where to find new business. I don’t know how to get started.” Or – “I don’t know where my next commission is going to come from.” When that happens, agents struggle to have the confidence to compete or the courage to pick up the phone and connect with people.

This guide is designed to help you **think strategically** about your prospecting over the course of the next 30 days. Real estate is famous for having weapons of mass distraction such as texting, Facebook, phone calls, Instagram, LIFE. We get it. But when we’re REALLY committed to something? Distractions don’t stop us.

Here’s an example: If you had a closing at 10, you probably wouldn’t be fooling around with Facebook at 9:15 – right? You’d be in the car and on your way to the closing. Your prospecting time should take that **same level of priority.**

Our challenge to you: Form GREAT habits. Start by scheduling your prospecting time at least three days (preferably four) per week for at least one hour.



# 1 CALL Current FSBO'S

**FSBOs are NOW Business.** Think about the impact that calling 100 FSBOs in the next 30 days would make on your bottom line - if you just got a FRACTION of them to list.

FSBOs need you more today than they ever have. Our economy and markets are in a constant state of change and as a real estate professional, you have to lead in your communities and keep up with those changes so you can be the resource people need for the most current information.

On the following page, we've put together **26 Reasons Homeowners Shouldn't Sell Their Own Homes.** Pick the ones that resonate most for you and make sure that those are the reasons you are committed to serving these sellers so that they can get a higher return on their investment.



POWER AGENTS®



PRO TIP

We have dialogues that are specific to calling FSBOs live and leaving voicemails that average getting 3 out of 4 conversations. You'll find them in the [Prospecting Tab](#).

To be great at FSBOs takes some organization. I recommend you use the power of the REDX system. They'll deliver leads right to your inbox. To learn more and get a special offer, visit [www.DarrylSpecial.com](http://www.DarrylSpecial.com) and use promo code **SMILE**.



# 26

## Reasons Why Homeowners Shouldn't Sell Their Own Homes

1. What you save in commission, you'll lose in sales price. Statistically, agent-assisted homes sell for more.
2. You run the risk of underpricing in a competitive market and selling for less.
3. There's a danger of overpricing, which will cost time, exposure, and potential a sale.
4. Get mostly lookers versus serious pre-qualified buyers.
5. Difficulty in negotiating.
6. Not finding out buyers' hidden objections.
7. Inexperience in handling objections once you find out what they are.
8. Create an urgency situation for yourself (*i.e. if a listing agent is hired at the last minute, the house may not sell in time, forcing you to own two homes or giving the house away*).
9. Problems in financing – types of mortgages, where to go, creative financing, etc.
10. Lack of several different marketing tools – people don't buy from specific ad.
11. Little or no advertising or internet exposure.
12. No follow up system to showings (*i.e. broker call backs*).
13. Buyer must sell his own house before he buys – we can work this out.
14. Marketing expenses.
15. Lack of home selling experience.
16. Buyers' reluctance on inspection details.
17. Don't know how to justify the asking and selling price to the buyer and to the bank.
18. Not being at home and missing "A+-Buyers".
19. Allowing complete strangers have access to home.
20. People drive by and not keeping their appointment.
21. Buyers may become interested later and not remembering to follow-up.
22. Buyers take owners' point-of-view with "grain of salt".
23. Processing, settlement, closing problems – broker takes care of.
24. How long on market.
25. Handling legal matters safely.
26. Time. It takes a considerable amount of time to get the most return for your investment. For busy consumers, that's difficult.



You'll find a customizable version of this flyer in the [Prospecting Tab](#) of the Classroom.

## 2 CALL *Current* EXPIREDS

The great thing about EXPIREDS is that they are like fruit, they are *usually ripe for picking*.

The terrific thing about working with expireds is that they already **see value in working with a REALTOR®**, so you don't have to validate the industry first. Studies show that when they change agents, they almost always list at a lower price. They've already learned what price doesn't work, and they are committed to a move which makes them easier to call.

The key to building a successful call with an Expired is to come from a place of coaching, not closing. Build rapport. Ask questions such as, "*Why do you think it didn't sell?*" or "*Where were you folks thinking of moving to?*" Find out what their commitment is, then navigate the conversation to help them understand how you can help them get the results they are looking for.



You'll find dialogue for live calls and voicemails for these leads in the [Prospecting Tab](#) of the Classroom.

## 3 CALL FSBOs & EXPIREDS FROM *6 months ago*

This is a source of leads that is not normally on many agent's radar because they aren't actively advertising. These are people that tried and were unsuccessful. They were feeling the market out, and they ended up backing out of the sales. Now, after six months, many are just waiting in the wings and are probably **ready to jump back into the market**. Because they already went the FSBO route, many of these sellers will go straight to working with an agent.





# 4 CALL *Past* CLIENTS

We know this is one of the **best sources of both listing and buyer leads**. These folks already have a relationship with you. A lot of agents aren't good in staying in contact. If you're looking for a reason to call – you can start off with a dialogue such as, *“Hey Mary, this is Darryl Davis. I just wanted to call and check in on you and see how you and your family are doing and ask if you need anything! With so many changes in the market - I'm fielding a lot of questions from clients and wanted to make sure you could call me anytime if you ever have a question. You know, one thing I always recommend is that every homeowner have an updated market analysis every year. Your home is such a big investment, it pays to know what it's worth. I can help with that.”*



*This is one of the best sources of both listing and buyer leads.*



# 5 CALL HOUSES *for Rent*

Here's another area that is not on many agent's radar.

A lot of investors are part time investors – they **don't have financial means to carry vacant properties**. Which means, when a property is empty, they are bleeding cash. Start calling the investors using dialogue such as, *"Hi! I'm calling about your property that is for rent. Can I get some information? Are you willing to work with an agent?"* Ask about house, how many bedrooms, baths, etc.

Then say, *"Let me ask you a question. If I had a buyer that would be willing to buy your property at a price that makes you smile would you be willing to sell rather than keep renting?"*



# 6 COLD CALL AROUND

## *New Competition's Listing*

Some of our agents get **at least six listings per year from this technique**. The next listing in a neighborhood where a listing just went up is almost always with another broker. Why? Psychology; neighbors don't want the neighbor to know their business.

So – they will **go OUT of their way to NOT hire that same agent**. When a competitor puts a listing out, start hitting the phones and calling the neighbors. *“Hi, this is Darryl, with POWER Realty. Another agent just listed a home in the neighborhood. When that happens, we always anticipate more buyers into the neighborhood. That’s why I’m calling on behalf of my company to see if you know anyone who is interested in selling their homes.”*

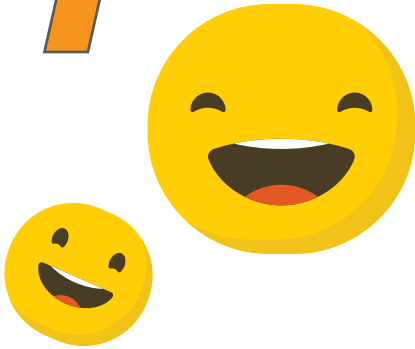
(Don't ask if they are interested, ask if they know anyone who might be as it is a less intrusive question. They would then usually say, no we don't know anyone – but we were thinking of selling.)



# 7

## COMMIT TO MAKING

## Smile Stops™



Have some fun with your marketing and **create some smile-worthy connections** by stopping by homes with thoughtful tokens of appreciation. There are usually three categories for **SMILE STOPS™**. Past clients – usually receive the highest end tokens, FSBOs & EXPIREDS – a mid-tier gift. Farming – a small token to make an impression. Download **SMILE STOPS™** from the [Smile Techniques tab](#) in the *Classroom*.

### 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



**Here are a few fun ideas to try:**

- Jar of salsa with gift tag that reads, *“For the hottest deals in real estate – call me!”*
- 2-3 highlighters in a cellophane bag with a bow and tag that says, *“Working with clients like you is the highlight of my real estate career! I’m here if you need anything!”*
- A pizza cutter with note attached, *“Anyway you slice it, I’ve got the resources you need to get top dollar for your home!”*



# POWER AGENTS®

**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 with them.

They are designed to help you:

- Service clients on service not selling
- Show love to leads
- Create teams to share their needs by asking questions
- Leave behind a habit of gratitude
- Strengthen the relationship

**6 Smart SMILE STOPS Ideas for Agents for Spring:**

1. Looked for small green gift tags and tie with custom logo individually paper bag (Santitas candies and a coffee tag, “Good clients are the reason I love to be a realtor. Thank you for your business.”)
2. Package Fun Easter Eggs in a cellophane bag with a note saying, “Happy Easter! Get one inside everyone’s house your paper left over!”
3. Bundle of Business. Put seven packets in a small brown bag and tie with a ribbon and include that says, “The reason of relationship grow what trust is cultivated and loved for. Thank you for trusting me with your real estate needs.”
4. Showings. Purchase bouquet of cut flowers in small pots of two flowers and attach a note, “Business is 80% SMILES and I wanted to thank you for your part in my success.”
5. Thank you for your PHONE. Get five perfect phone cards, and add a note that says, “Thank you for your PHONE, and for always being a valued customer!”
6. You’re the Boss. Wrap your real estate business cards in tissue paper or tissue in place in gift tags with a note, “You’re the Boss! Thanks for trusting me with an awesome real estate related customer!” (Attach to all best 10 clients on your card list)

www.ThePowerProgram.com

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- Leave behind a habit of gratitude
- Strengthen the relationship

**10 Smart SMILE STOPS Ideas for Agents for Summer:**

1. Gift tag with a note that says, “Thank you for being an awesome client!”
2. Extra gift package wrapped in a cellophane bag with a tag or sticker that says, “The difference between ordinary and extraordinary is that little extra. Thanks for being an EXTRAordinary client!”
3. Package of eight balls with a bow and ribbon, “Your colorful, light up my day! Thanks for being one of my brightest clients!”
4. Jar of salsa with gift tag that reads, “For the hottest deals in real estate – call me!”
5. 2-3 highlighters in a cellophane bag with a bow and tag that says, “Working with clients like you is the highlight of my real estate career! I’m here if you need anything!”
6. A pizza cutter with note attached, “Anyway you slice it, I’ve got the resources you need to get top dollar for your home!”
7. An ice cream scoop with note attached, “Thank the owner on what’s happening right here on this local real estate market! Give me a call!”
8. Bottle of tangy lemonade with note attached, “You’re SMILE is the BEST! Thanks for being a great client!”
9. Jar of jam with a note, “I hope your customer is just as sweet as you are! I’m here if there’s anything you need!”
10. Jar of premium nuts with a note that says, “You just NUTS about my clients. Thanks for being an awesome!”

**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 with them.

They are designed to help you:

- Service clients on service not selling
- Show love to leads
- Create teams to share their needs by asking questions
- Leave behind a habit of gratitude
- Strengthen the relationship

**10 Referral-Worthy SMILE STOPS Ideas to Show Your Clients You Care**

01. Gift tag with a note that says, “Thank you for being an awesome client!”
02. Extra gift package wrapped in a cellophane bag with a tag or sticker that says, “The difference between ordinary and extraordinary is that little extra. Thanks for being an EXTRAordinary client!”
03. Package of eight balls with a bow and ribbon, “Your colorful, light up my day! Thanks for being one of my brightest clients!”
04. Jar of salsa with gift tag that reads, “For the hottest deals in real estate – call me!”
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You’ll find lots of SMILE STOPS™ like these (and more) in the [Smiling Techniques Tab](#) of the Classroom.



# 8 HOST A NEIGHBORHOOD *Open House* (VIRTUALLY OR IN-PERSON)

What we know is when we do a public open house, usually the neighbors come through who don't tell the agent that they are neighbors. They're not really buyers – they're just nosy!

Hosting a Neighborhood Open House before hosting a public open house is a great way to **make a connection with those neighbors**, and still have your public open house be as successful as possible. I recommend you order 50 event invitations and mail them to the nearest neighbors.

*Power Agents*®, there is a terrific template in your classroom - and you can use our Print Portal to get printed and mailed! You can even download a list of names and addresses for your mailing at no cost! [Check it out today!](#)

They should look like a wedding-type invitation. Inside you should say, *“You're invited to attend a Neighborhood Open House! Your neighbors at 123 Main Street have asked me to manage this for them, as they won't be available at this time. As you know, it's important to stay educated on what's going on in your neighborhood, so I invite you to join us!”*





The reason you are letting people know the seller won't be home is because they are more likely to show up if they think their neighbor won't be there. There are two great things about this, now, when you do the public open house – the neighbors won't take up your time. Secondly, because you know everyone who is coming through is a neighbor, the goal isn't to sell the house, but to set up free CMAs.

Questions like, *“How long have you lived here? What do you like best about the neighborhood? How is your home different?”* Then let them know that as a homeowner, it's a good idea to **have a market analysis done every year** so that they know what their home is worth and offer to prepare one for them and set up times to meet.

A good way to present this process to your seller is to share with them that the best buyers (the ones who will spend the most money) are the ones with an emotional connection to the neighborhood, and often the neighbors are **great for sharing referrals** that would have that kind of connection. It can mean **up to 5-10k more in sales price**.

# 9 CALL *Vendors* FOR LEADS

We all have vendors that we work with that want to get business from us. This includes attorneys, appraiser inspectors, mortgage brokers, etc. Real estate agents are the source of so many different vertical industries. These vendors usually want to **create a great working relationship** with agents because we feed their business. The best way to help build that relationship is for them to help you build your business.

Create a master list of your vendors, then engage them in referral dialogue such as, *“I’m looking to build my business and to build relationships with certain vendors. Can I ask you, if I have anyone who could use your services, would you mind my sending them to you? By the way, do you know anyone who is interested in buying or selling a home?”*

# 10 CALL *Orphans*

In almost every company, there are agents who have left the business in the last year or so. Those agents were involved in transactions with sellers that are **no longer being serviced** by your company because that agent left. No agent is now nurturing these homeowners. Brokers and managers hate that. No one working them! Ask your manager for the closed files of all the homes of agents who are no longer with the company. Your dialogue with those past clients goes something like this, *“Hi Mr. Seller – this is Darryl with Power Realty. The reason I’m calling is to let you know that your past agent is no longer with our organization, so I apologize that you haven’t been getting consistent service calls. I just want you to know that I’m here for you and I wanted to see if there was anything you need. How’s the house and neighborhood? Everything good? Have you made any improvements? Have you ever thought about moving? Do you have any real estate questions? I firmly believe that homeowners should have a market analysis every year so that they are on top of what their investment is worth. I’m happy to do the same for you. Does that sound good?”*



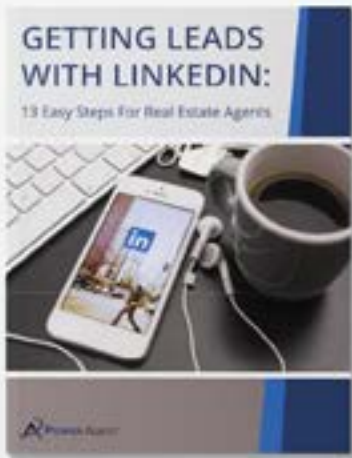
# 11 POST A *Real Estate Update* VIDEO

This is something a lot of **successful agents** are doing. They are video blogging on Facebook and Facebook community pages. Agents should be contributing participants in these community pages. Don't just ask for referrals – give value.

Post weekly videos on real estate in the area. Perhaps spotlight local businesses. Showcase a new house on the market or investment opportunities. Share school information. Give market updates, etc.



Power Agents, look to your [Tech Tools and Training Tab](#) to find amazingly creative ideas and topics for these video posts. You'll also find step-by-step eGuides for Facebook, LinkedIn, and Instagram and more!





# 12 CALL *Old Friends*

We hear this so often, *“My best friend knows I’m in real estate, but they listed with someone else!”* Look, just because they know you’re in real estate, doesn’t always mean that it registers. You can’t assume that your friends are going to think of you when they want to buy or sell. **It takes communication** to let people know what you do. If you’re like me, you probably have a ton of names in your phone you haven’t reached out to in a very long time. Now might be a great time to reach back out. It can be as simple as calling up and saying, *“Hey there, Darryl here – how are you doing? I was just thinking about you and I wanted to check in. How’s your business?”*

That will often lead to them asking you about your business and you can tell them that the market is constantly changing and how that leads to a lot of questions from consumers and **ask them if there is anything you can do to help them in that area!**



**BOOK OF BUSINESS UPDATE DIALOGUE FOR ADMINS**

Many agents have boxes and boxes of files, or outdated records, and find themselves now needing updated client records that include current DMRs, addresses, what works? Hire an admin or a temp to fix the phones. You can track the task down into a daily number of calls until the files are updated.

Hi, I'm calling for Agent Name, your real estate neighborhood expert. We are updating our client records, and I wanted to see if it would be all right for me to update the information we have and update your file. Do you have a minute? Thank you!

Here's what we have, if you could let me know what we should change, we'll appreciate it!

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Cell phone: \_\_\_\_\_

Dialogue – Book of Business Update (Use with Updating Info Letter)

**ORPHAN ADOPTION DIALOGUE**

**Step 1 Identify** - Introducing Me  
**Step 2 Introduce** - Hi, this is Darryl Davis from Power Realty. How are you?  
**Step 3 Clarify** - The reason I'm calling is to introduce myself to you as though I thought you were a neighbor. I'm sorry that I've been separated from your neighborhood. I've been separated from your neighborhood for some time. I've been separated from your neighborhood for some time. I've been separated from your neighborhood for some time.  
**Step 4 Find Out What They're Committed To**  
1. Do you have any children?  
2. How do you feel about your neighborhood?  
3. What do you like best about the neighborhood?  
4. How do you feel about your neighborhood?  
5. How do you feel about your neighborhood?  
**Step 5 Invite Action (Check One)**

Dialogue – Orphan Adoption

**FSBO VOICEMAIL DIALOGUE**

Hi, this is Darryl Davis from Power Realty!

The reason why I was calling is that I noticed you are selling your house, and I have some important information about that.

I might even have somebody who might be interested. I'm not too sure because I need to get some more information from you first. Please call me back.

Dialogue – FSBO Voicemail

**FSBO DIALOGUE**

**Step 1 Identify** - Hi, I'm calling about the house for sale in the house at the address.  
**Step 2 Introduce** - Hi, this is Darryl Davis from Power Realty. How are you?  
**Step 3 Clarify** - The reason why I'm calling is to introduce myself to you as though I thought you were a neighbor. I'm sorry that I've been separated from your neighborhood. I've been separated from your neighborhood for some time. I've been separated from your neighborhood for some time.  
**Step 4 Build A Relationship** - Hi, I'm calling about the house for sale in the house at the address. I've been separated from your neighborhood for some time. I've been separated from your neighborhood for some time. I've been separated from your neighborhood for some time.

Dialogue – FSBO

**FOR RENT BY OWNER DIALOGUE**

**Step 1 Identify** - Hi, I'm calling about the house for rent in the house at the address.  
**Step 2 Introduce** - Hi, this is Darryl Davis from Power Realty. How are you?  
**Step 3 Clarify** - The reason why I'm calling is to introduce myself to you as though I thought you were a neighbor. I'm sorry that I've been separated from your neighborhood. I've been separated from your neighborhood for some time. I've been separated from your neighborhood for some time.  
**Step 4 Build a Relationship** - Hi, I'm calling about the house for rent in the house at the address. I've been separated from your neighborhood for some time. I've been separated from your neighborhood for some time. I've been separated from your neighborhood for some time.  
**Step 5 Confirm the Arrangement**

Dialogue – FRBO (For Rent by Owner)

**EXPIRED VOICEMAIL DIALOGUE**

Hi, this is Darryl Davis from Power Realty!

The reason I'm calling is that I noticed that your house has expired from the Multiple Listing Service, and I have some important information about that.

I might even have somebody who might be interested. I'm not too sure because I need to get some more information from you first. Please call me back.

Dialogue – Expired Voicemail

**EXPIRED DIALOGUE**

**Step 1 Identify** - Hi, I'm calling about the house for sale in the house at the address.  
**Step 2 Introduce** - Hi, this is Darryl Davis from Power Realty. How are you?  
**Step 3 Clarify** - The reason why I'm calling is to introduce myself to you as though I thought you were a neighbor. I'm sorry that I've been separated from your neighborhood. I've been separated from your neighborhood for some time. I've been separated from your neighborhood for some time.  
**Step 4 Settle Their Commitment** - Hi, I'm calling about the house for sale in the house at the address. I've been separated from your neighborhood for some time. I've been separated from your neighborhood for some time. I've been separated from your neighborhood for some time.

Dialogue – Expired

**DOOR KNOCKING YOUR FARM DIALOGUE**

Power Agent: Hi, this is Darryl Davis from Power Realty. How are you?  
Owner: Yes.  
Power Agent: I hope I haven't interrupted you. The reason why I'm stopping by is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. How you been getting that information?  
Owner: Yes.  
Power Agent: Great. I'd like to introduce myself. Here is some information of value to you.  
If there is anything I can do for you and your family in regard to real estate, my number is on the bottom of that you just gave them.  
OK, by the way, I'm also offering info in the area of Neighborhood Market Report. It's a report that offers real estate info. It shows how much your neighbors paid for their homes and second, based on that information, gives you a value range for your property's worth. We believe this is really important because a home is usually one of a family's most important assets and just like a stock portfolio, particularly you should get an update on the value of your assets. If there is anything you would be interested in?

Dialogue – Door Knocking For Your Farm Neighborhood

**INTRO CALL TO YOUR FARM NEIGHBORHOOD**

Power Agent: Hi, this is Darryl Davis from Power Realty. How are you?  
Owner: Yes.  
Power Agent: I hope I haven't interrupted you. The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. How you been getting that information?  
Owner: Yes.  
Power Agent: Great. I'd like to introduce myself. Here is some information of value to you.  
If there is anything I can do for you and your family in regard to real estate, my number is on the bottom of that you just gave them.  
OK, by the way, I'm also offering info in the area of Neighborhood Market Report. It's a report that offers real estate info. It shows how much your neighbors paid for their homes and second, based on that information, gives you a value range for your property's worth. We believe this is really important because a home is usually one of a family's most important assets and just like a stock portfolio, particularly you should get an update on the value of your assets. If there is anything you would be interested in?

Dialogue – Intro Call to Farm Neighborhood



You'll find dialogues for all twelve of these lead sources in the [Prospecting tab](#) of your Classroom as well as this Power Prospecting Chart to help you stay on track and take your business to the next level in the next 30 days!

If you're not yet a Power Agent, come try us out for 30 days. With weekly coaching, a supportive and extraordinary community of agents, and hundreds of tools to help you build inventory - you won't be disappointed!

**Power Prospecting Chart**

Weekly Challenge

Lead Source	Identify	Introduce	Clarify	Build Relationship	Settle Commitment	Invite Action
1. FSBO						
2. Expired						
3. Orphan Adoption						
4. For Rent by Owner						
5. Door Knocking						
6. Intro Call to Farm						
7. Book of Business Update						
8. Multiple Listing Service						
9. Neighborhood Market Report						
10. Value Options						
11. FSBO Voicemail						
12. Expired Voicemail						

Now a lot of you will feel a little uneasy about picking up the phone to make these prospecting calls. Here's what I want you to know as a coach—**don't be committed to getting business from every phone call. Commit to building a relationship.** When we look at prospecting as a yes and a no – we set ourselves up for a win/lose scenario. *That's a lot of pressure!* It doesn't feel good – and it sure doesn't make you want to make the calls!

When your goal is to just build the relationship – the pressure is off and it's always a win. So, focus on **building rapport**. Make small talk. Think of it like going to a “cocktail party” – you're in it for the conversation. The getting to know each other a little better.

If you're calling old acquaintances and you're feeling weird about it, acknowledge the weirdness up front, *“Hey, I know it's been a long time, but I just wanted to call you and see how you were.”* If you can, tie the conversation back to a memory such as, *“Remember that time we all ...”* That can help you better make a **connection**.

# THAT'S IT! 12 GREAT WAYS TO BUILD INVENTORY THAT *You can start today!*



# ABOUT THE *Power Program*

This is a hands-on, skill-based training and coaching program for real estate professionals that helps agents double their income year over year, develop a referral base they can count on, and design lives and careers worth smiling about.

*What do I get?*

- ✓ Membership to Darryl Davis's Power Agent® Coaching Platform
- ✓ Weekly Power Agent® Call access where Darryl solves issues, shares strategies, and answers your most burning real estate questions LIVE
- ✓ Live and on-demand skill training designed to take your business to the Next Level

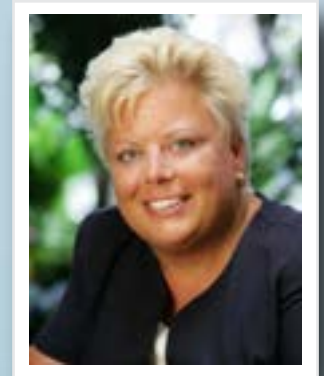
**JOIN  
TODAY!**

## PLUS...

- ✓ BONUS 103-Page Listing Presentation
- ✓ BONUS eGuides for navigating a constantly changing real estate market
- ✓ BONUS 30-Day CRM Trial

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*Joanne Mills*



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