



“Hey, John! I just wanted to call and say thank you. It’s no small thing to trust someone with your business – I get that and appreciate it. I wanted to see if you might be home sometime this week so that I can stop by and drop off a small gift for you all. What day works?”

We call these client gifting opportunities SMILE Stops. Here are a few ideas:

- 1) Pizza Cutter!** Drop off a pizza cutter with a note saying, *“Any way you slice it, I have the resources to help you with your real estate needs!”*
- 2) Seeds of Success.** Put seed packets in a small flowerpot and tie them 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.”*
- 3) 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 being a valued customer!”*
- 4) 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!”*