

# 7 Summer SMILE Stop Ideas!



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!”*



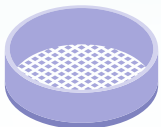
A bottle of Simply Lemonade with a note, *“SIMPLY wanted to wish you a great summer! I’m always here if you need anything!”*



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!”*



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!”*



Toy sand sifter with a note, *“I can help you sift through the real estate process with ease!”*



Kitchen scissors with a note, *“I can help you CUT through any real estate red tape!”*



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**

