



SMILE STOPS™ Ideas for Agents for June:

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



- ☺ **National Rose Month:** Drop a rose or even a rose bush off at five of your favorite clients with a note that says, *“It’s National Rose Month! Thank you for helping my business bloom. You are so appreciated!”*
- ☺ **June 7th - National Chocolate Ice Cream Day:** Deliver a carton of chocolate ice cream to five great clients with an ice cream scoop and a note that says, *“Thanks for being an awesome client! It’s National Chocolate Ice Cream day and I just wanted to let you know if you ever need the scoop on the real estate market – I’m here for you!”*
- ☺ **June 14th – National Flag Day:** Deliver small flags to everyone in your neighborhood farm or drop by five great clients with a big flag with a note that says, *“Happy Flag Day! As your neighborhood specialist, I wanted to take a moment to honor our flag, our country, and great citizens like you!”*
- ☺ **June 15th – National Smile Power Day:** Get five smiley face balloons or head to your local bakery for smiley face cookies and deliver to five great clients with a note that says, *“Clients like you are an amazing reason to smile! This National Smile Power Day I just wanted to say thank you for being awesome!”*
- ☺ **June 26th – National Beauticians Day:** Stop by three local area salons with a basket of baked goods and wish them all a wonderful day. Be sure to leave your cards!
- ☺ **June 27th – National Sunglasses Day:** Buy a batch of fun sunglasses and deliver to at least five great clients with a note that says, *“Thanks for being a bright light in the world! Happy Sunglasses day from your favorite real estate specialist!”*