



Holiday

# SMILE STOPS™



**Hot Cider Packets with a note,** *"Mulling over the housing market? Call me for some in-Cider information! I can help!"*



**Apple or Pumpkin Pie with a note,** *"Any way you slice it, you're a blessing of a client! Thank you!"*



**Pie Cutter/Server with a note,** *"For all your real estate questions or needs, I am here to serve! Thanks for being a great client!"*



**Bag of apples with a note,** *"You're the pick of the crop! Thank you for being such a great client!"*



**Mini bundt cakes with a note,** *"Nothing BUNDT thankful for you! I'm here for you!"*



**Bottle of Pumpkin Spice Cold Brew with a note,** *"Your referrals are pumpkin spice and everything nice! Thank you for your business!"*



**Jar of cranberry chutney with a note,** *"Have a BERRY Happy Holiday! Thank you for your business and referrals!"*

**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

