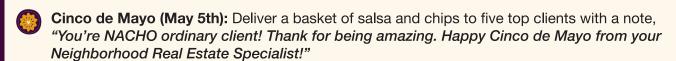
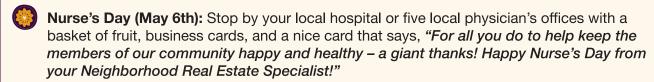


SMILE STOPS™ Ideas for Agents for May:









Mother's Day (May 14th): Pick at least five moms from your client list and stop by with a bottle of champagne or bouquet of flowers with a nice note, "Moms help make the world a more amazing place! Happy Mother's Day from your Neighborhood Real Estate Specialist

Sunscreen Day (May 27th): Stop by 10 past clients with a bottle of sunscreen and a note saying, "Here to help you always be protected in your real estate decisions! Happy Summer!"

National Barbeque Month: Stop by at least five top clients with a bottle of your favorite barbeque sauce and a note that says, "The market is heating up! Thanks for being an amazing client from your Neighborhood Real Estate Specialist!"





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

1: Invite them to share their needs by asking questions

L: Leave behind a token of gratitude

E: Elevate the relationship

