20 Different Sphere Questions to Increase Referrals

Many real estate agents stay in touch with their sphere by calling and asking questions or by sending a question in the subject lines of an email. Responses are noted or copied and pasted into the agent or broker's contact management system for future topics of conversation.

1. What is you favorite movie?
2. What is your favorite charity?
3. When is you birthday?
4. What is your favorite charity?
5. May I update your information?
6. What is your favorite restaurant?
7. What is your favorite food?
8. Which weekend activities do you enjoy?
9. Do you participate in social networks?
10. What is your favorite style home?
11. Do you have any pets?
12. Do you have any hobbies?
13. What is your favorite book or magazine?
14. Are you happy in your home?
15. Where was your last vacation?
16. Are you taking any future vacations?
17. Do you have a new business?
18. How can I help?
19. Do you belong to any new clubs or organizations?
20. Do you have friends or family moving to our area?

Which questions will you ask and how often? Make sure your questions do not offend or exclude anyone. Share photos of your activities with your clients. This is a great way to become friends with your database and have clients remember to send you referrals. If you remember them, they will remember you.

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