Need more business? Here are 6 steps to contacting the neighborhood **once you list that FSBO**. Set a goal to have 15 listings at all times, but be selective! This plan will make it happen. You may want to add these six items to your listing Plan of Action for your sellers.

1. Just Listed Postcards
2. Just Listed Calls
3. Mail Invitations to your Open House
4. Walk a Four Block Radius giving out Neighborhood Info or Door Knockers
5. Send Just Sold Postcards after Settlement
6. Just Sold Calls

(Remember to follow the do not call rules)

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