Include any assortment of the following

- 2 – 5 Calls
- Postcards intermixed.
- Postcards 1 a week for 8 weeks.
- CBSC SOLD Graph handout (your info on back) or put on postcards.
- 2 – 5 Visits in Person.
- Hand written notes referencing your conversation with sincere caring.
- Photo of home on a letter or an envelope, or on a CD cover.
- Results oriented positive messages how you can do a better job than anyone else.

  Idea 1_____

  Idea 2_____

  Idea 3_____
- A CMA for their current or future home.
- E-mail – set them up in Automatic Prospecting in MLS.
- Handouts

  Idea: FSBO First Aid Kit_____

  Idea: Popcorn_____

  Idea: _____

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