Step 1 – Automated Phone Number System in Place

Start by doing some research to find yourself a good automation system you feel confident using to search for expired phone numbers.

Many Top Pros use The Red X. (Be sure to ask Brennan to wave the set up fee for our top pro group: 800-731-7339 ext. 250.)

Import all of the expired phone numbers into your contact management system.

Be sure your system cross checks so you know the seller has not relisted.

Keep organized by setting up an automated action plan in your database like the top pros!

Remember, you want to keep in touch consistently; you don't want to be like 75% of agents who only call once.

Remember, wealth follows order!

Share your success and let Coach Carol know you've completed this step.

Copy and paste this tweet onto Twitter: *I just completed Step 1 in my Top Pro Seller Certification @CarolMazur #topprogroup*

Becoming a high volume top producer is a serious step in life, which requires professional systems and guidance. Congratulations on putting your expired systems in place!

Search **e1** for additional real estate training tips.