Step 6 – Postcards/Letters/Flyers Ordered

The number one way to increase business is to be prepared and organized for follow up.

Think ahead! Make your postcards, letters, and flyers, *before* you need them.

Here is a sample expired letter:

Subject: Your Home Has Vanished from the Websites Again

Dear Mr. _____,

We have spoken on the phone before and in that time I have sold ____ homes. Yours could have been one of them.

I specialize in selling homes that other real estate companies could not sell and I would love to show you my plan for selling your home.

If you are truly ready to get serious about getting the home sold, call me now and let's discuss what it will take to get you to a closing.

Your Name
Company
Phone Number
Website
Email

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

Copy and paste this tweet onto Twitter: *I just completed Step 6 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 **e6** for additional real estate training tips.