Step 7 – Face to Face Messages Planned

Of course you should be staying in touch through email and telecommunications, but the best way to develop a personal relationship with your contacts is to meet them face-to-face.

Be prepared!

Make sure you have a face-to-face script in your head, you feel confident, and you know what to say before going in. This way they will get to know you and trust you and see you as the professional you are!

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

Copy and paste this tweet onto Twitter: *I just completed Step 7 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 **e7** for additional real estate training tips.