Step 9 – 17 Touch Follow-Up System in Place

Once you've begun an expired campaign, make sure you follow-up!

You should have a *17 Touch System* in place.

Plan enough follow-ups to contact your expireds *at least* **17** times.

Some ways you can do this are a variety of:

- Face 2 Face Appointments
- Handwritten Notes
- Phone Calls
- Postcards / Letters
- Flyers

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

Copy and paste this tweet onto Twitter: *I just completed Step 9 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 **e9** for additional real estate training tips.