Step 2 – Create 12 Monthly Holiday or Real Estate Newsletters

Mail to sphere with a sticky note and your business card.

Staying in touch is one of the most important things you can do with your Sphere of Influence. You want your contacts to always have your business on their mind so that they remember to refer you to their friends.

Follow up in the form of Letters, Newsletters, and Handwritten Notes. They set Top Producers apart from the average agent with 0 to 6 sales.

Mail things people in your Sphere are likely to enjoy. Keep them anticipating your next newsletter. Download one of our 12 holiday email newsletters and mail one to your sphere with a sticky note and your business card.

Here are some suggestions for life balance sticky notes:

Let's have lunch! Let's go to a movie! Let's take our dogs to the park this week!

Let's go to Yoga Class! Let's Play Golf! See you at …… Let's catch up, call me!

Write down what your sticky notes will say:

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

Copy and paste this tweet onto Twitter:

I just completed Step 2 in my Top Pro Communication Expert Certification @CarolMazur #realestate #topprogroup

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

Please go to step three of your Top Pro Communication Expert Certification.

Search s2 for free real estate holiday newsletters!

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