## Step 3 – Choose a Buyer Lead Provider Method

Where do you plan to get your leads?

Have you chosen a lead provider like Trulia, Boomtown, Zillow, Your Center of Influence, Google Ads, or Realtor.com? Or, do you plan to do your own marketing and prospecting online with Craigslist and a WordPress Site?

Will you choose to make calls to your sphere, send postcards, do open houses, or knock on doors? It is important to have a plan for lead generation. Top producers have systems for everything. Even buyers agents contribute to their team.

Choose one or more systems you will be implementing to acquire buyers.

**Write down your plan to get buyers here:**

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

**Copy and paste this tweet onto Twitter:**

*I just completed Step 3 in my Top Pro Buyer 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 buyer systems in place!

Please go to step four of your Top Pro Buyer Expert Certification. Two more steps and you're halfway there!

Check out our mindset audios posted under recorded audio coaching.

Search **u3** for additional real estate buyer training tips.

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