Step 3 –Create a "Wow" Statement with an "Offer" in it.

Deliver it Face to Face/at Lunch/Pop-in/Party/Events.

While email, direct mail and calls are must have fundamentals to share your offers, face to face meetings, events and parties are a wonderful opportunity to break bread with your raving fans. Make a weekly face-to-face appointment plan!

List any activities you plan to do, such as: Celebrate your Sphere with a Party, Go Boating/Golfing/Play Tennis, Host Open Houses, Visit Kids' School, Visit Houses of Worship, Go to Bars/Social Events, Health Clubs/Exercise, Go to the Hair Salon/Spa, Everyday Activities, Charity Work, Sporting Events, Walk, Community Service, etc… Also, plan to visit your sphere once in awhile.

Let your Sphere know that you are more than just your business, that you are a real person and a real part of your community, by doing activities in your community!

Show your face! It makes them feel like they know you better, like you are real, and it allows you to step out and have a little fun!

Write you WOW STATEMENT here:

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 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 four of your Top Pro Communication Expert Certification.

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