

Prospecting Activities

Sphere Database Call
Personal Note
Lead Follow Up Call
Pop By
Addition to Database
Specific Property Call
Specific Buyer Call
Door Knock Just Listed
Door Knock Just Sold
Door Knock Specific Buyer
Door Knock Open House
Floor Duty
Kiosk
Direct Mail – Flyer, Post Card
E Mail – video, web commercial, e newsletter, e flyer
FSBO
Expired
Mail Newsletter - Item of Value
Hold Open House
Networking – social, charity event
Networking - business event
Service Club, Volunteer
Sphere Lunch, Breakfast, Coffee
Business To Business Lunch, Breakfast, Coffee
Business to Business Directory
Seminar
Client Appreciation Event
Agent to Agent referral
Conventions – Rally - Conference
Listing Presentation
Buyer Presentation
Buyer Acquire – sign rider lead
Response Generated Marketing – 800 numbers
Online lead generation – PSL, Success websites
Seller Counsel – Price Reduction
Instagram, Nudge, Pinterest
Social Media
Business Card Handed Out
Client or Referral Gift
Print or Online Ad