

## Opportunity #4:

### One Week after Closing

If your client has not posted a review 1 week after closing, it's time to contact them again...

"Hi Mary! How's the new house doing? (a few minutes of conversation) I'm so glad to hear that everything's going well, you had me a little worried there.

(Why is that?)

Well, if everything going OK with the house, is there ANY chance that you weren't totally satisfied working with me as your agent?

(Of course not, why do you ask?)

Ok, well that's good to hear! I just make it a weekly practice to read through any new reviews, both mine and my competitors because they are honestly that important and I noticed that you hadn't posted one. I was just hoping it wasn't of that.

(Oh no, I'm so sorry, we've just been so busy!)

Thank you, it honestly was such a pleasure to work with you. I know I gave you a postcard with the directions right after closing, but I can imagine how hard that might be to find a week after moving! Let me send you those same direction in an email..."