



## 50 LIVE "INTERVIEWS"

These could be in-person at the grocery store, inviting someone out for coffee, a customer service call, cold-calling – all you have to do is get 50! Need a "reason" to call? Reasons to call could be: Sellers – update, U/C Buyers – update, Active Buyers – update, Recent closed customers – do you need anything?, Referral Sources – thank-you and update on progress, Anniversaries – "Guess what we were doing seven years ago this week.", Birthdays, 8x8 system, Tickets and "give-aways", Annual market update (real estate review), "Haves and Wants", Thank-you, Congratulations, Thinking of You, and You

Were on My Mind

Added to my  
client base

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