

The Sales Mastery Series for Real Estate Champions

with Floyd Wickman

Prospecting for Listings

Contacting Your Farm Area

Warm Calls:

General

Just Listed

Just Sold

I Have a Buyer

Prospecting for Listings

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Contacting Your Referral Base

Brand Promise

Choice of Three

Prospecting for Listings

Page 3

Contacting FSBOs and Expireds

FSBO: Help Kit

FSBO: Net Them More Money

FSBO: Co-Broke

Expireds: Marketability Analysis

Prospecting for Listings

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Various Seller Hesitations

Wait until after the holidays ...

Try it by ourselves ...

How much commission do you charge?

We have a friend in the business ...

Send me something ...

The other broker charges less ...