

5 & FOLLOW-UP



Challenge #1

PROSPECT TRACKER

PEOPLE YOU KNOW

SCRIPT

COMPLETED

“Hi _____ this is _____ with _____ I want to keep my promise to myself about staying in touch with all my family and close friends, so I wanted to check in and see how you are doing (F.O.R.D.).” At the end of the conversation, say “I promise it will not be so long between now and the next time we talk and I will make sure you have some information about what the real estate market is doing, thanks again and it was good talking to you”

CONNECTIONS MADE:

1. NAME _____ PHONE: _____

EMAIL: _____ NOTES:

2. NAME _____ PHONE: _____

EMAIL: _____ NOTES:

3. NAME _____ PHONE: _____

EMAIL: _____ NOTES:

4. NAME _____ PHONE: _____

EMAIL: _____ NOTES:

5. NAME _____ PHONE: _____

EMAIL: _____ NOTES: