

Between Meeting 1 and Meeting 2

1. Send an email:
 - a. Thanking them for their time
 - b. Ask if they have any listings close to expiring or dropping in price for you to review. What do they think is the problem?
 - c. Confirm the next meeting time and location
2. If you have a week or so- email them a co-branded flyer you think is relevant to their customers... based upon meeting one findings and listings.

Give Value Before Seeking Something of Value!