

## Meeting 4

### **Prior to meeting:**

1. Visit realtor's website and view listings. Ask "how can I help him/her sell this listing faster?"
2. Day of meeting or one day prior: Print out the "pending pre-qual and loan report"
3. Be prepared—what questions do you think you will be asked? Any objections? What is the next step?
4. Role play the meeting 3 times.

Meeting 4: Date \_\_\_\_\_ (30 days after meeting 3)

How's the family?

How's Business?

Thanks for meeting today... let me see what we have for an agenda:

- a. Review our pending pre-quals and loans report.
- b. Review of "our" listings and brainstorm.
- c. Look at a few flyers.
- d. What are you hearing from our clients about me? Is there anything I need to do differently to help make them a "raving fan?"
- e. (when applicable) – So and So closed. I've marked them as \_\_\_\_\_ and our 3 year co-branding campaign is beginning.
- f. Is there anything else you want to make sure we cover today?

### **\*\*\*\*\* Ending Topic: Our next step is:**

1. We need to schedule our next meeting in about 30 days.
2. To refer business back and forth.

*Give Value Before Seeking Something of Value!*