

Meeting 5

Prior to meeting:

1. Visit realtor's website and view listings. Ask "how can I help him/her sell this listing faster?"
2. Day or 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?

Meeting 5: Date _____ (30 days after meeting 4)

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. What are you hearing from our clients about me? Is there anything I need to do differently to help make them a "raving fan?"
- d. (when applicable) – So and So closed. I've marked them as _____ and our 3 year co-branding campaign is beginning.
- e. How are we doing with the referrals back and forth? Are we on track? Here is what I'm doing...
- 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- do you want to do 30 days again?
2. To close _____ and refer business back and forth

Give Value Before Seeking Something of Value!