

# THE REAL ESTATE

C L U B

## PROSPECTING PLAN

### LISTING SOURCES

#### 1) WDFS - Other agents signs down

Who	What	When	Where

#### 2) Untidy House

Who	What	When	Where

#### 3) Telephone prospecting connected calls

Who	What	When	Where

#### 4) 10x10x20 prospecting

Who	What	When	Where

#### 5) Specific target prospecting

Who	What	When	Where

#### 6) Personal prospecting - contacts

Who	What	When	Where

#### 7) Database

Who	What	When	Where

**8) Promises**

Who	What	When	Where

**9) Established clients**

Who	What	When	Where

**10) For rent by owner**

Who	What	When	Where

**11) For sale by owner**

Who	What	When	Where

**12) Garage sales**

Who	What	When	Where

**13) Expired listings**

Who	What	When	Where

**14) Council - DA's**

Who	What	When	Where

**15) Buyers**

Who	What	When	Where

**16) Past Appraisals. Sellers**

Who	What	When	Where

**17) Open houses - Call the attendees**

Who	What	When	Where

**18) Open listings**

Who	What	When	Where

**19) Referrals**

Who	What	When	Where

**20) Hot spots**

Who	What	When	Where

**21) Enquiry log**

Who	What	When	Where

**22) Network-Industry experts**

Who	What	When	Where

**23) Rumours**

Who	What	When	Where

**24) Buyers in your window display**

Who	What	When	Where

**25) New subdivisions / Show homes**

Who	What	When	Where

**26) Google Ads**

Who	What	When	Where

**27) Banks / Mortgagee sales**

Who	What	When	Where

**28) Anniversary Cards**

Who	What	When	Where

**29) Door Knocking - General**

Who	What	When	Where

**30) Absentee Owners**

Who	What	When	Where

**31) Action Plans**

Who	What	When	Where

<b>32) Developers/Builders</b>			
<b>Who</b>	<b>What</b>	<b>When</b>	<b>Where</b>
<b>33) Referral / Lead Generation Sites</b>			
<b>Who</b>	<b>What</b>	<b>When</b>	<b>Where</b>
<b>34) Facebook</b>			
<b>Who</b>	<b>What</b>	<b>When</b>	<b>Where</b>
<b>35) Your Farm Area</b>			
<b>Who</b>	<b>What</b>	<b>When</b>	<b>Where</b>
<b>36) Your Brand Attracts</b>			
<b>Who</b>	<b>What</b>	<b>When</b>	<b>Where</b>
<b>37) Busy Roads</b>			
<b>Who</b>	<b>What</b>	<b>When</b>	<b>Where</b>
<b>38) Failed Auctions</b>			
<b>Who</b>	<b>What</b>	<b>When</b>	<b>Where</b>
<b>39) Existing Landlords</b>			
<b>Who</b>	<b>What</b>	<b>When</b>	<b>Where</b>

**40) Public Trustee**

Who	What	When	Where

**41) Prospecting Letters**

Who	What	When	Where

**42) Rpdata**

Who	What	When	Where

**43) Tiktok**

Who	What	When	Where

**44) Letterbox Drops**

Who	What	When	Where