

THE REAL ESTATE

C L U B

NAME:
Prospecting Sources

OFFICE:

MONTH:

WEEK ENDING:

TALLY SHEET

1) WDFS - Other agents signs down	2) Untidy House	3) Telephone prospecting connected calls
4) 10x10x20 prospecting	5) Specific target prospecting	6) Personal prospecting - contacts
7) Database	8) Promises	9) Established clients
10) For rent by owner	11) For sale by owner	12) Garage sales
13) Expired listings	14) Council - DA's	15) Buyers
16) Past Appraisals. Sellers	17) Open houses - Call the attendees	18) Open listings
19) Referrals	20) Hot spots	21) Enquiry log
22) Network-Industry experts	23) Rumours	24) Buyers in your window display
25) New subdivisions / Show homes	26) Google Ads	27) Banks / Mortgagee sales
28) Anniversary Cards	29) Door Knocking - General	30) Absentee Owners
31) Action Plans	32) Developers/Builders	33) Referral / Lead Generation Sites
34) Facebook	35) Your Farm Area	36) Your Brand Attracts
37) Busy Roads	38) Failed Auctions	39) Existing Landlords
40) Public Trustee	41) Prospecting Letters	42) Rpdata
43) Tiktok	44) Letterbox Drops	
		Daily Contact
		Goal
		Actual
		Monday
		Tuesday
		Wednesday
		Thursday
		Friday
		Total

