

# THE REAL ESTATE

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## C L U B

### A Gazillion Ways To Get Listings

- 1. WITHDRAWN FROM SALE PROSPECTING INCLUDING OTHER AGENTS SIGNS DOWN.
- 2. UNTIDY HOUSE PROSPECTING
- 3. PHONE PROSPECTING
- 3A. PHONE PROSPECTING WITH GREG MCDANIEL
- 4. JUST LISTED – MULTIPLE POINTS OF CONTACT. MAKE IT COUNT!
- 5. SPECIFIC TARGET PROSPECTING
- 6. CONTACTS PROSPECTING – YOUR SPHERE OF INFLUENCE
- 7. DATABASE
- 7A. DATABASE FARMING – NURTURING – LEAD GENERATION
- 8. PROMISES
- 9. ESTABLISHED CLIENTS
- 10. PROPERTIES FOR RENT
- 11. FOR SALE BY OWNER
- 12. GARAGE SALES
- 13. EXPIRED LISTINGS
- 14. COUNCIL – DEVELOPMENT APPLICATIONS
- 15. BUYERS
- 16. PAST APPRAISALS. SELLERS
- 17 OPEN HOUSES – ATTENDEES
- 18. OPEN LISTINGS
- 19. REFERRALS
- 19A. RYAN MCANN – REFERRAL BUSINESS
- 20. HOT SPOTS
- 21. ENQUIRY LOG
- 22. NETWORKING – INDUSTRY EXPERTS – WHO MAY HAVE YOUR CUSTOMER?
- 23. RUMOURS
- 24. BUYERS IN WINDOW DISPLAY
- 25. NEW SUBDIVISIONS / SHOW HOMES
- 26. GOOGLE ADS
- 27. MORTGAGEE OR BANK SALES
- 28. ANNIVERSARY CARDS
- 29. DOOR KNOCKING GENERAL
- 29A. DOOR KNOCKING WITH GREG MCDANIEL
- 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. TIK TOK
- 44. LETTERBOX DROPS
- 45. JUST SOLD
- 46. DOORKNOCK AROUND OTHER AGENTS OPEN HOUSES
- 47. JUST APPRAISED
- 48. ACTIVITY CONVERSATIONS
- 49. NEIGHBOURHOOD WATCH – THE SIGN WILL BE GOING UP SOON
- 50. ACTIVITY IN YOUR MARKETPLACE
- 51. OPEN HOUSE UPDATE
- 52. WECHAT
- 53. SKIP BINS
- 54. PRICE FINDER
- 55. PROPERTIES BOUGHT DURING THE BOOM
- 56. PROPERTIES BOUGHT BEFORE THE BOOM
- 57. DO NOTHING AND LISTINGS WILL COME