

Prospect \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_ Source \_\_\_\_\_

Home Address \_\_\_\_\_

Notes \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Pick a few of these contact methods or add your own (Or do them ALL)**

\_\_\_\_\_ Send a handwritten note (Nice to meet you note)

\_\_\_\_\_ A plain old phone call (Back to basics) or Email/Text something to just make a slight introduction

\_\_\_\_\_ Snail mail a home buyers or sellers brochure or "How to" guide

\_\_\_\_\_ Facebook friend them and other social media

\_\_\_\_\_ Comment/ interact with them on Facebook

\_\_\_\_\_ Mail a generic marketing piece

\_\_\_\_\_ Slydial a message about something

\_\_\_\_\_ MLS Email drip campaign

\_\_\_\_\_ Video introduction or message

\_\_\_\_\_ Postcard

\_\_\_\_\_ Call and ask for a meeting

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**FOLLOW UP WEEKLY!!!! Have you contacted this person in the past week? If not GO CONTACT THEM!**

**LOOKING AHEAD: (Be sure to reach out again in 3 months, 6 months, 9 months, 12 months)**

3 months \_\_\_\_\_

6 months \_\_\_\_\_

9 months \_\_\_\_\_

12 months \_\_\_\_\_