



The Regenerative Prospecting Process PRŌSPECTOR - A Prospect Everyday

These are ideal opportunities to **identify** Active Property Sellers against Dormant Property Owners in the appropriate and correct **sequence** of contact and communication whereupon those (Active Property Sellers) in Gestation will become more receptive to being approached and with good marketing will create the perfect impression against that of your competitors...

1. **Door Knock** Distribution of the **Just Listed** Card
2. For Sale/Auction Sign is **Erected**
3. **Open For Inspection** Invitation Emailed or Slipped Under Door
4. Pictorial, Classified + Internet Advertisements are **Published**
5. Unique Open for Inspections are held **2-4 Weeks Only**
6. Marketing **Brochure** Distributed at Open For Inspection
7. OFI Attendees **Followed Up (with Sales Trainer Dialogue)** - Monday
8. Current Monthly **Market RoundUp** Distributed
9. **We Have Recently Sold** (W.H.R.S.) News Delivered Within **48 hours**
10. **Sold** Sticker Placed on Sign

The Accolades Process is now initiated... we're regenerating the... LIST n' SELL ;-)