

Realistic Contact Management for the Real Estate Professional

Too many agents spend more time working a contact management system than listing or selling! Learn the no fuss easy way to track your listings, prospects, pending contracts and past clients without hours of data entry and expensive programs that you utilize less than 20% of the bells and whistles. No matter if you use a computer, PDA or 3 x 5 cards - this system works! Come spend three hours that will save you from purchasing expensive time consuming programs and software. Your return from attending this class is an increase in productivity and profitability.

- Design your own template to get “up and running” quickly
- Learn what type of information to gather from clients and prospective clients using the F.O.R.D. system
- Track your potential buyers and sellers which leads to a better relationship and increase value for your services
- Do a better job keeping in contact with past clients so they feel you care about them, which leads to more referrals because you’re the first agent they think about
- Establish an easy access list of lenders, home inspectors, appraisers, title companies, etc, with whom you have a business relationship with currently
- Develop a plan of attack for task and follow up that you can live with
- Build a system to manage your listing providing better service to your sellers, increasing your income

If the Real Estate Professional embraces what is covered in this three hour class they will be better prepared to increase the level of service enjoyed by buyers and sellers who choose this professional to help them with one of the biggest decisions of their lives! Bring plenty of paper because you will need it to capture the many ideas that will be presented in this class. Each one of your clients is going to feel a personalized level of service rarely found in this day and age.