

The Ultimate Guide To Listing Expireds

Plan of Action Check List:

- [] Create a daily schedule and include prospecting expired leads.
- [] Learn your MLS' rules and regulations for calling expired leads.
- [] Record your commitment to calling expired leads. What is going to help you dialing after getting off a call with an angry homeowner?
- [] Do your homework on the expired listings in your MLS.
- [] Be consistent! Consistent action will produce consistent results.
- [] Be persistent! The more persistent you are in your prospecting and follow up, the more listing appointments you will set.
- [] Define what value you are providing to your clients.
- [] Create a follow-up strategy.
- [] Find a CRM that will fit your needs.
- [] Use social media to improve your success with expired leads.
- [] Select and practice a script.
- [] Prospect expireds using multiple touchpoints
- [] Sign up for Landvoice or find another cost-effective way of getting quality expired listing leads.