

SOME PROSPECTING METHODS

Social Media	Sphere Calling	Past Clients	Monthly Newsletter	Personal Notes / Pop-bys	Business Networking
Geographical Farming	Community Farming	Expired Listings	FSBOs	Open Houses	Seminars / Classes
Rentals / Renters	Fundraisers	Client Parties / Housewarming Parties	HOA / PTA School Involvement	Community Involvement	60 Day Late / Foreclosures
Community Directory	Corporate / Relocation Programs	Door Knocking	Video Marketing	Online Prospecting / Buy Leads	Cold Calling
Be Your Own Billboard	Investment Properties / Out of State Owners	Circle Prospecting	Home & Garden Shows / Marriage Expos	Advertising	Out of State REALTORS®