

Zillow FU Plan Reminders For Agent: This Plan IS Automatically Added To Any New Zillow Lead That Comes In

- Things To Remember To Do On The Call & Right After
 - Get Into The Thick Of The Call Right Away, Don't Leave Any Room For Them To Hop Off/Reject You
 - Don't Ever Tell Them The House Is Sold On The First Call or Text
 - If The Call Goes Well, Remind Them That There Is A Review That Will Be Coming To Them & We Would Love The Feedback
 - If The Call Goes Well, Remind Them That There Is A Link They Will Be Getting To Accept Exclusively Working With You
 - If They Aren't Interested In Seeing Another House (Or There Isn't Another House To See) Push For A Buyer Meeting
 - Set The Appointment: Send Calendar Invite, Ask What The Best Email For Them Is
 - Send Them An Email With Info About The Property (Disclosures & Comparable Sales)
 - ALWAYS Send Text Message With A Video or Picture/Digital Brochure Of Yourself & Telling Them About Yourself So They Feel Like They Aren't Meeting A Stranger (Humanize The Deal)
 - Hit The Button On Your App To Send Them The Info So They Exclusively Work With You
 - Set Them Up On A Home Search On MLS & Raven
 - Send Them The Homespotter App
 - When You Meet Them At The House, Ask Them What They Like & Don't Like So You Can Really Get An Idea For Their Preferences
 - CLOSE THE LOOP - Always Be The Last One To Send A Message ("We Are Going To Hold Off", Send A Message Asking "Why")
- One Day After The Above Tasks Are Completed
 - Text/Email Client To Check In/Interact (BRING THEM SOMETHING OF VALUE) (Good Messages To Possibly Include: Have You Given Up On Your Search? Did You Find A House?)
- 6 Days After The Above Task Is Completed
 - If The Client Has Not Clicked The Link To Exclusively Work With You, Resend Via Your App & Ask Them To Execute (Remember, This Brings Them Back To You Any Time They Are On Zillow For The Next Year)
- 7 Days After The Above Task Is Completed
 - If The Client Has Not Clicked The Link To Exclusively Work With You, Resend Via Your App & Ask Them To Execute (Remember, This Brings Them Back To You Any Time They Are On Zillow For The Next Year)
- 14 Days After The Above Task Is Completed
 - Text/Email Client To Check In/Interact (BRING THEM SOMETHING OF VALUE) (Good Messages To Possibly Include: Have You Given Up On Your Search? Did You Find A House?)

- 45 Days After The Above Task Is Completed
 - Text/Email Client To Check In/Interact (BRING THEM SOMETHING OF VALUE)
(Good Messages To Possibly Include: Have You Given Up On Your Search? Did You Find A House?)