The 6 Conversations

SCRIPTS
STATS
TESTIMONIALS
SAVED SEARCHES
PRELIST / MARKETING
PPC / ONLINE
MARKETING

ACTIVITIES

120 Minutes / 2 Nurtues

1 Open House / SOI

Script Practice / Role Play
Accountability / Shadowing
Training Videos / Education / Intranet
1x1 Meeting—Location Leader
Coaching—Implementation
Coaching—Foundation

CONTACTS

Accurint
Black Knight
Cole Realty
Art Kivey

NURTURES

Script Practice
Dashboard Accountability
Pipeline Analysis
Contests
BoomTown / CINC Training
Coaching



GCI

Listing Management Buyer Management

CONTRACTS

Listings Taken

& Buyer Agreements

Pipeline Tools / Analysis
BoomTown / CINC Dashboard Analysis

APPOINTMENTS

LISTING SERVICES
MARKETING SERVICES
LISTING PRESENTATION
OPEN HOUSES
SIGN CALLS
PPC / ONLINE
MARKETING

Mock Presentations
Accountability
Shadowing
Training Videos
Coaching
Opportunity Search—BoomTown / CINC

