

Combo Prospecting The Powerful One Two Punch That Fills Your Pipeline And Wins Sales

[MOBI] Combo Prospecting The Powerful One Two Punch That Fills Your Pipeline And Wins Sales

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have had more than one salesperson tell me that he or she doesn't go to their manager for advice because, well, the sales manager just can't seem to quit checking email or taking phone calls (it's the equivalent of someone holding up a newspaper as you are talking to them) As a result, the salesper-

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One approach is the law-of-large-numbers game This is where networkers just try to get the message in front of as many people as possible The message is a quick and impersonal one, with the hopes of signing up new recruits simply through sheer volume of invites At the other end of the spectrum is the relationship approach

A REAL ESTATE MARKETING STRATEGY TO WIN LISTINGS ...

Keep in mind, these channels do not replace prospecting efforts To succeed, many agents also knock on doors, sponsor local events, and pick up the phone Marketing should be done concurrently with in-person and telephone prospecting, with a sales conversion process for incoming leads (see page 17)