

Follow these 7 Best Practices of Top Producers to generate consistent income and build your business quickly!

1

Mindset is critical to daily productivity and long term success.

Top producers understand the power of positive thinking to create business. Fill your mind with positivity before making calls. Be mentally prepared to confidently apply for the job of selling their home. Review positive affirmations for a winning mindset. Surround yourself with like-minded, ambitious agents on Monday Morning Pre-Game and Take52.

2

Power of the schedule allows you to finish each day with a sense of accomplishment.

80% of your day should be spent in production-based activities -- lead generation, lead follow up, pre-qualifying, role play/practice, and handling objections. Know the "why" behind your production and income goals and design a schedule in support of your goals. Follow it daily, even when your pipeline is full. Accountability partners increase the likelihood of success.

3

Schedule 60 minutes daily, 5 days weekly for skill development.

Practice builds knowledge and confidence, and repetition builds mastery. Practice your phone scripts, handling objections, and your listing presentation on your own and through daily role play. Continually build market knowledge. Consider shadowing a top performer outside your market every 4-6 weeks to keep sharpening your skills and building momentum.

4

FSBOs = Fastest Single Business Opportunity.

FSBOs are often unable to net the highest in-pocket proceeds in the shortest amount of time. They are motivated by bottom line proceeds. Call on the first day the FSBO becomes available, qualifying to learn their motivation. If they need to sell, do whatever you can to get in front of them. Follow up every 3-4 days until the home lists or sells.

5

40% of expired listings nationwide re-list with an agent within 30 days.

Call new expirés early and follow up persistently. Past expirés can also be golden opportunities. Fewer agents are calling, so the skill level required is less than with new expirés. Take all expirés back to their original motivation for selling. They will be endeared to you if you remember their home.

6

Go out and find business rather than wait for it.

Offer your service as many times as possible each day. As you take each expired and FSBO listing, make just listed/just sold calls with Vulcan7 neighborhood data and grab the next listing. Encourage referrals from your satisfied sellers. Call FRBO/Investor leads -- they typically own multiple properties and are likely to do multiple transactions in the future. Find ways to serve and stay in touch with your database, past clients, and centers of influence.

7

Set yourself apart: Lead generate consistently and follow up persistently.

Track your numbers everyday -- prospecting hours, contacts, leads, appointments set, listings taken, homes sold, homes closed. Spend a minimum of 30 minutes daily on lead follow up. Only the best agents call a second or third time. Make notes and follow up dates in your Vulcan7 CRM, and catch homeowners when they're ready to take action. When you remain consistent and true to your schedule over time, results follow. Consistent lead generation produces consistent income.

For more information and video examples please visit our website!

Vulcan7.com/7tips