

10 Simple Steps for Getting EVERY Referral and Repeat Listing that's Rightfully Yours

An excerpt from the IXACT Contact Real Estate Success System

Success System Step

- 1 Set your goals once a year for referrals and the key activities that drive referrals.
- 2 Send a professional monthly e-Newsletter.
- 3 Make relationship-building calls 4 times a year.
- 4 Make happy birthday call and/or send e-Card once a year.
- 5 Make move-in anniversary call and/or send e-Card once a year.
- 6 Send JUST LISTED e-Flyer 4-12 times a year.
- 7 Send JUST SOLD e-Card 4-12 times a year.
- 8 Schedule annual real estate check-up once a year.
- 9 Host client appreciation event once a year.
- 10 Provide high-value content on Social Media once a day.

How to Make it Happen

Use **IXACT Contact's** goal setting tool and performance tracking Dashboard.

IXACT Contact writes, designs, and sends these for you, branding you as the authority in all things real estate and home related.

IXACT Contact's Keep in Touch Coach will remind you when to do these.

IXACT Contact will remind you in advance and send an automated e-Card.

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IXACT Contact includes easy-to-customize templates and will send these e-Flyers for you.

IXACT Contact includes easy-to-customize templates and will email these e-Cards for you.

IXACT Contact will remind you when to schedule these visits.

IXACT Contact makes it easy to schedule and manage all the tasks and communications for successful client appreciation events.

IXACT Contact's Social Stream will post engaging real estate, home, and lifestyle content to your Social Media daily with zero work on your end.

IXACT Contact is a real estate CRM and keep in touch system that helps you become the real estate professional that past clients remember and refer.

Start your **FREE** 5-week Trial

