

## Seven Steps for Sharing Your All Properties Bulletin

1) Introduce Yourself

➤ “Hello, this is Gary....I may not have mentioned this before, but I’m now investing in real estate....”

2) Share Your Criteria

➤ “Do you know of anyone who needs to sell or have you seen any properties like....[Share your All Properties Bulletin]”

3) Ask for Help

➤ “I’d really appreciate it if you’d call me at [your phone number] if you run across anything that matches that description.”

4) Update Your Database

➤ “What’s the best way for me to reach you in the future?”

5) Ask for Referrals

➤ “Can you think of anyone else I should contact?”

6) Express Your Gratitude

➤ “Thanks so much for taking time to talk with me...”

7) Follow-Up With a Note

➤ “Thanks again for taking time out of your schedule to speak with me the other day. I really appreciate your help and....”