



6 EASY DOOR OPENERS

Questions to Ask Realtors to Get the Conversation Started

1. Do you or agents you know hold Open Houses?

Response: "Yes, why?"

Answer: I help my Realtors stay safer in their open houses while generating guaranteed phone numbers of the walk through buyers. More leads helps both you and your Loan Officer.

2. Thank you for your business card. Do you have a *digital* one?

Response: "A what...?"

Answer: I help all my Realtors get a **free** Digital Business Card. Your Digital Business Card resides on your client's cell phone and they easily refer you to their friends and family giving you more referrals.

3. Would you like to attract home buyer leads?

Response: "Yes, how?"

Answer: I help Realtors with Text Code Sign Riders for each listing. The sign rider captures drive by buyers who text for info and you are notified instantly that you have a buyer lead.

4. Would you like to generate more online exposure and leads?

If a Realtor says "No", move on... quickly!

Answer: I help all my Realtors with a win-win suite of lead generating tools that generate leads on your existing activities all at no cost to you.

5. Does your current Insurance Agent generate leads for you every month?

Response: "Of course!"

Answer: I'm sorry to hear that. I help Realtors generate more buyer leads for themselves and their loan officers. Most Realtors find leads more valuable than donuts.

6. Would you like to get buyer leads from other agents' listings?

Response: "Sure, is it legal?"

Answer: Yes, as long as you have permission to market a listing from the agent or your broker, you can generate online and social media buyer leads for yourself all at no cost.

