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Challenges to Elevate:

- Exercise: make 5 telephone contacts daily
 - Put them in your contacts, make follow up plans
- SOC (Send Out Cards)
- Drip Campaign (emails, calls, notes, newsletters)
- Housing Search (immediate for their own neighborhood)
- Call/stop by 5 vendor contacts (tell them how you work reciprocally)
- Write 5 random notes
- Buy a book of stamps
- Buy thank you cards
- Plan an open house this weekend & invite the neighbors!
- Make certain for ALL LISTINGS you have: --- virtual tour, 20+ photos, neighborhood intro letter)
- Contact 5 past clients and get at least three letters of recommendations / testimonials

- Call 3 people and thank them for something
- Add a video to your website
- Plan 3 months of items of value and time block
- Referral incentive plans for current clients
- Letter of how you can do referrals
- List of recommended contractor/vendors
- Thank you notes
- Attitude of Gratitude
- Lowes Plan ... sign on and use it!
- Read about your business daily
- Post 3 times on any social media

