

# How to build your potential future seller list from **0 to 1000 in 90 days**

- Purchasers who have bought from your office over the past year and are not on anniversary trails or scheduled for future contact
- Past Appraisals done by the office not scheduled for future contact
- Past “withdrawn from market” clients. Introduce yourself as the **new agent** looking after their file.
- Current landlords
- Blanket drop your precinct with the 24 point plan letters every 90 days
- 7 year Itch letter
- Anniversaries from the other agents in your area



# Aaron Shiner

- Speaker
- In-house trainer
- Key note presenter
- Coach