

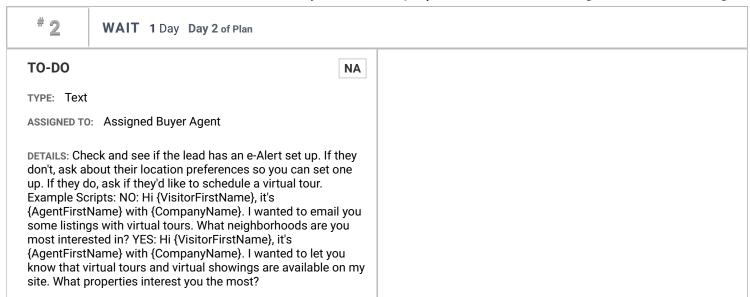
S T A R T THIS PLAN DOES NOT AUTO-START

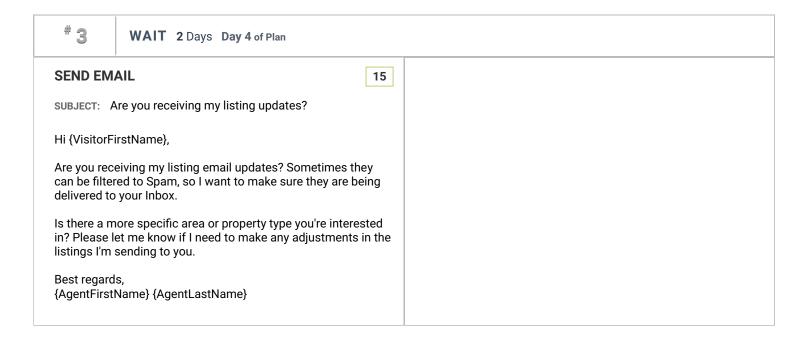
TO-DO

TYPE: Call

ASSIGNED TO: Assigned Buyer Agent

DETAILS: Call the lead following the LPMAMA script (determine their location, price point, motivation, if they have an agent, if they need a mortgage and set the appointment).

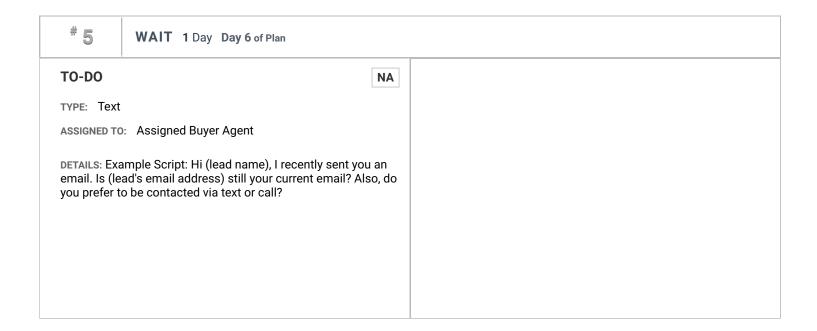




4

WAIT 1 Day Day 5 of Plan

TYPE: Call ASSIGNED TO: Assigned Buyer Agent DETAILS: Call the lead and ask: "If you found your perfect home, would you be ready to move?" Walk them through how to request a virtual showing on the site and also how to view virtual tours.



NA

WAIT 2 Days Day 8 of Plan

6

TO-DO

TYPE: Text

8

TO-DO

TYPE: Text

ASSIGNED TO: Assigned Buyer Agent

ASSIGNED TO: Assigned Buyer Agent

DETAILS: Example Script: Hi {VisitorFirstName} this is {AgentFirstName} from {CompanyWebsite}. I am pulling up some houses in the area with virtual tours that you might like. How many bedrooms are you looking for?

TO-DO

TYPE: Call

ASSIGNED TO: Assigned Buyer Agent

DETAILS: Call the lead following the LPMAMA script (determine their location, price point, motivation, if they have an agent, if they need a mortgage and set the appointment).

NA

WAIT 1 Day Day 11 of Plan

DETAILS: Example Script: Hi (lead name), this is (your name) with (your company). I'm sorry we haven't been able to connect. I'm available via phone and email at (your email address). When is a good time for us to chat about what you're looking for?



WAIT 1 Day Day 12 of Plan

SEND EMAIL

NA

SUBJECT: Did I drop the ball?

{VisitorFirstName}, have you been receiving my updates?

Checking in one last time to make sure you're getting everything you need from {CompanyWebsiteAsLink}.

Let me know if you don't need me to continue to send listings. I don't want to send you any properties that aren't a perfect fit.

Don't forget that the easiest way to search for properties is through our mobile app. Click here to download: {HomeSearchNowAppInvite}

Please respond to this email if I can help in any way moving forward.

Best regards, {AgentFirstName} {AgentLastName}

10

WAIT 1 Day Day 13 of Plan

TO-DO

NA

TYPE: Call

ASSIGNED TO: Assigned Buyer Agent	
DETAILS: One last call attempt using the LPMAMA script.	
FINISH AUTO-MOVE? After the final step, automatically move the prospect to: ~ NA ~	