

PLAN NAME: *2020 Qualify- Action Plan w/Auto-Texts- 1 Call	PLAN SCORE: 27
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<p>PLAN OWNER SETTINGS</p> <p>PLAN TYPE: System Plan</p> <p>TARGET PLAN TYPE: Buyer</p> <p>DESCRIPTION: 14-day Qualify plan for Buyer leads with only 1 call and multiple texts</p> <p>SHARING LIBRARY: Not shared</p>	<p>EVENT TRIGGERS</p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Auto-Pause plan when prospect replies / sends email <input checked="" type="checkbox"/> Auto-Pause when a call is logged "Talked to Prospect" <input checked="" type="checkbox"/> Auto-Pause plan when prospect changes category. <input checked="" type="checkbox"/> Auto-Pause plan when prospect changes type. <input checked="" type="checkbox"/> Auto-Pause plan when the prospect sends a text to a BoomTown Number
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S T A R T	THIS PLAN DOES NOT AUTO-START
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# 1	WAIT 1 Day Day 1 of Plan
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<p>TO-DO NA</p> <p>TYPE: Call</p> <p>ASSIGNED TO: Assigned Buyer Agent</p> <p>DETAILS: Before call, check to see if e-Alert or email has been opened, if lead has been back on the site or favorited listings, etc. Ask LPMAMA qualifying questions.</p>	
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# 2		WAIT 1 Day Day 2 of Plan	
Do they have an e-alert?			
IF YES <div style="float: right; border: 1px solid gray; padding: 2px;">NA</div> <p>Hi {VisitorFirstName}, it's {AgentFirstName} with {CompanyName}. I'd love to set up a few showings for you. What properties interest you the most?</p> <div style="text-align: right; margin-top: 20px; border: 1px solid gray; border-radius: 10px; padding: 5px; width: fit-content;">Copy to My Templates</div>	IF NO <div style="float: right; border: 1px solid gray; padding: 2px;">NA</div> <p>Hi {VisitorFirstName}, it's {AgentFirstName} with {CompanyName}. I wanted to email you some listings. What neighborhoods are you most interested in?</p> <div style="text-align: right; margin-top: 20px; border: 1px solid gray; border-radius: 10px; padding: 5px; width: fit-content;">Copy to My Templates</div>		

# 3		WAIT 1 Day Day 3 of Plan	
SEND TEXT <div style="float: right; border: 1px solid gray; padding: 2px;">NA</div> <p>The easiest way to search for properties is through our mobile app. Click here to download: {HomeSearchNowApplInvite}</p> <div style="text-align: right; margin-top: 20px; border: 1px solid gray; border-radius: 10px; padding: 5px; width: fit-content;">Copy to My Templates</div>			

# 4	WAIT 2 Days Day 5 of Plan
SEND EMAIL 30	
<p>SUBJECT: {VisitorFirstName}, can you confirm your timeframe?</p> <p>Hi {VisitorFirstName},</p> <p>Thanks for registering on my website {AgentWebsite}. Would you reply to this email to confirm your timeframe for buying?</p> <p>A. You are ready to buy today. B. You are about 3-6 months from purchasing C. Just Looking</p> <p>No matter where you are in the process, I'm happy to answer any questions you have.</p> <p>Have a great {DayOfWeek} {TimeOfDay}!</p> <p>{AgentFirstName} {AgentLastName}</p>	

# 5	WAIT 1 Day Day 6 of Plan
SEND TEXT NA	
<p>I recently sent you an email, is {VisitorEmailAddress} still your current email? Also, do you prefer to be contacted via text or call?</p>	
<div style="border: 1px solid gray; border-radius: 10px; padding: 5px; display: inline-block;">Copy to My Templates</div>	

# 6	WAIT 3 Days Day 9 of Plan
<p>SEND TEXT NA</p> <p>Hi {VisitorFirstName} this is {AgentFirstName} from {CompanyWebsite}. I am pulling up some houses in the area that you might like. How many bedrooms are you looking for?</p> <p style="text-align: right;"><input type="button" value="Copy to My Templates"/></p>	

# 7	WAIT 2 Days Day 11 of Plan
<p>SEND TEXT NA</p> <p>Hi {VisitorFirstName}, this is {AgentFirstName} from {CompanyWebsite}. I'm sorry we haven't been able to connect. I'm available via phone and email at {AgentEmail}. When is a good time for us to chat about what you're looking for?</p> <p style="text-align: right;"><input type="button" value="Copy to My Templates"/></p>	

# 8	WAIT 2 Days Day 13 of Plan
<input type="button" value="Copy to My Templates"/>	

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}

{AgentSignature}

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WAIT 3 Days Day 16 of Plan

SEND TEXT

NA

I wanted to see if you are finding the listing updates helpful. Is there anything I can adjust for you?

Copy to My Templates

FINISH	AUTO-MOVE? <input type="checkbox"/> After the final step, automatically move the prospect to: ~ NA ~
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