

Prospecting 101

TREC # 04-00-121-8711 4 Hrs MCE



Prospecting 101 is a class for new licensees as well as seasoned licensees. In this course you will begin to learn the steps necessary to make your business thrive. To build a referral business, one must become skilled at prospecting. In this “hands on course” you will learn the series of processes to achieve this goal, become prosperous and achieve success. By attending this class you will learn how to:

- Build Your Business
- Organize your leads
- Contact and follow-up on leads
- Build Scripts/Dialogues to use with prospects
- Create a marketing plan
- Develop actions for database follow-up
- Brand Your Business
- Understand the rules and regulations regarding prospecting
- Draw leads to you
- Find leads

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