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Master The Art of Prospecting

Top 3 Tips to Help You
Get New Clients

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What is prospecting?

Prospecting is building a network of clients, sellers, tenants, landlords, potential buyers - that will turn into business opportunities.

Top 3 Real Estate Prospecting Tips to Help You Get New Clients

- ✓ **Use your phone as if it was your ATM**
 - Reach out to all your contacts, even childhood friends, even to their network - tell them what you do now
 - SET A GOAL: have in-depth property conversations with at least 5 people per day
- ✓ **Specialise in your community**
 - Be out in the field often, approach people
 - Get a branded car
 - Always wear a company pin/badge or a lanyard (elevators, exhibitions)
- ✓ **Get involved in community events**
 - Attend family gatherings
 - Do community work
 - Organise community events such as fitness - get creative and original!

Want to learn 7 more ways to find Prospective Clients?

Enroll to the Master the Art of Prospecting FREE online video masterclass

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