

TEAL FOR MEALS

T. MCMICHEN, INC.

Our Teal For Meals Turbo Open House Course was not only a lot of fun, but brought success we will all be enjoying for months to come!

Here are a just few highlights of our results.

Let's Celebrate



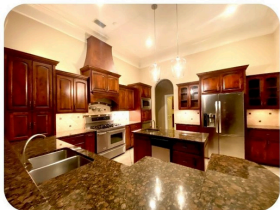
KASEY'S OPEN HOUSE

Kasey held a 7th-level open house and received multiple offers, then went under contract for over asking price!



MO'S OPEN HOUSE

Mo spent many hours practicing scripts, knocking on doors, and inviting people to her open house. As a result of those activities, Mo has taken a listing and is helping that seller purchase their next home!



You Are Invited To
An Open House
MARCH 3RD

2PM **TO** 4PM

13112 SADDLEBROOK CIRCLE
FAIRHOPE, AL

MO NORRIS
REALTOR
251-228-2698



LUCRATIVE DAY

Hannah and I took a listing and did the activities that are designed to build a business around open houses. We had 12 people attend, were under contract in 3 days, and picked up a future listing while walking the neighborhood!



CD AHEAD OF THE GAME

CD didn't wait until Open House weekend to begin making a difference for her community. She jumped into action, knocked hundreds of doors and held a food drive in the two weekends prior to and day of the event. She collected an entire grocery cart of food for her local food bank.

For each of the above stories I could tell many more!
With 7 offices participating, agents attended four workshops over five weeks in preparation for the BIG EVENT!

- Scripts and the power of language
- Taking open houses from a leaky faucet to a fire hydrant
- Working with sellers
- Open House Certification
- How to hold a seventh-level Open House that will allow you to build your business pipeline for many months to come.



Offices and agents that engaged in the plan experienced the following results:

- 146 hours of script and role play practice
- 161 real estate conversations
- 600 doors knocked
- 49 conversations with potential sellers (most were for sale by owners or expired listings)
- 17 listing appointments
- 11 listings taken
- 40 open houses held for the event
- Too much food to count collected for local food banks

Thank You!

to all the Broker/Owners who brought this course to their agents.
Congratulations to the many agents and owners who will see increased revenue in the many coming months! Well done!



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