



Scripting Calls

Goal of Your Call:

- Lead them one of your events
- Offer value through information
- Book an appointment for a coffee or lunch
- Stir up an authentic relationship
- Who do you know that I should know?
- Close: Who do you know that is looking to buy, sell or refinance?

Three Big Questions:

- Did I clearly communicate with you throughout the process?
- Did I do everything I said I would do?
- Is there anything else that I can do for you?

VIP Calls:

- Bring them into your life.
- Talk about something that's relatable.
- Lead them to an event or lead them to an appointment

Past Client Calls:

- Check In
- Homestead
- Name Change
- Resources
- Lead to Next Event

Sphere of Influence:

- Re-nurture the relationship
- Reconnect
- Ask how you can add value
- Bring them information about the market (tips and tools)

Mail | Call | Visit | Video | Text

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*Be Purposeful in your Growth & Relentless in your Effort.
"Anything worth doing is worth doing badly, just get Started"*

#GrowandGrind

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