



**71**



# WAY TO ADD NEW CLIENTS TO YOUR DATABASE

-  **DEVIN KRONER**  
Impact Coach
-  859-962-7978
-  therealestatepastor@gmail.com

# 71 WAYS TO ADD CLIENTS TO YOUR DATABASE

01

Go through Facebook friends and individually message each person something personal and then ask for contact info for your database

02

Go take each of your neighbors on your street some kind of treat that they will enjoy and introduce yourself

03

Throw a party for the first day or 2 of March Madness. You can rent out a bar or just make it a house party. We used to call it the all day March Madness party and we would let people know at what times which food would be delivered

04

Host a game night at your house. Tell each of your friends to invite one other couple that you don't already know

05

Throw a block party for the 4th of July.. Put out fliers to all of the neighbors and invite them for hot dogs and fireworks

06

Turn your house into a Haunted House for Halloween so the neighbors all know and can bring their kids through

07

Do a Sub 4 Santa drive this Christmas and ask your social media friends to refer you to people that would never ask for help but need it.

08

Volunteer for a local charity. Make a Wish is a favorite that always connects community leaders

09

Help a local politician run for office. They will gladly take any volunteers looking to put some time and effort in.

10

Throw a New years eve party! A friend of mine did this last year and he made it a themed masquerade ball.

11

Buy drinks for a few people next time you go to a bar or restaurant near your home

12

Volunteer to coach a youth sports league team, even if you don't have a kid on the team

13

Host a come one come all tailgate party for your local college sports team.

14

Get season tickets to a local sports team and make an effort to invite people you haven't yet met. If you can afford it do 4 tickets and tell them to bring 2 friends with them.

15

Volunteer at the local elementary to help with holidays, field trips, or events

16

Put together a service project in your community and spread the word using social media or fliers

17

Host a mastermind with local business leaders in your community

# 71 WAYS TO ADD CLIENTS TO YOUR DATABASE

18

Start a podcast and highlight people in your community that you know or would like to know

19

Go around to all the local business's and ask them if you can put their company on your website

20

Start a Youtube channel that highlights the local restaurants or places to go in your area

21

Be a guest or at least a sponsor on the most prominent local podcast in your area

22

Start a community Facebook page where you live

23

Host a garage sale but let all the neighbors know that you don't take cash, only they pledge hours per item of service to the community

24

If you are single organize a night out such as speed dating or have a local expert come in and talk about relationships

25

Join a community church group and get involved with them

26

Play on a local softball team, there are always teams to join if you don't want to start your own

27

Go to your local gym and volunteer to "spot" the other lifters, get to know them.

28

Get a weekly routine down for physical exercise in your community. This works great with yoga, kick boxing, Zumba, etc.

29

Join a CrossFit gym, these groups are very inclusive and have a great community culture built in

30

Start a blog about the things going on in and around your area

31

Partner with some of the biggest Instagram influencers in your community and do service or some other project together

32

Organize group dates to concerts, sporting events, etc.. That you can invite friends to and make sure they invite their friends

33

Invite your neighbors over for a Sunday dinner

34

Volunteer to teach a merit badge with the local scouts group in the area

35

When you see a neighbor put up a "For Sale" sign, volunteer to help them move.

36

If you don't have time to help neighbors move, buy a moving truck with your company logo wrapped on it and let them use it for free

# 71 WAYS TO ADD CLIENTS TO YOUR DATABASE

37

Sponsor the local high school teams. The girls basketball or drill team are 2 that I have helped in the past as they often get over looked

38

Volunteer to host out of town guests that go on Airbnb and want to get a tour of the city

39

Put your spare bedroom on [www.couchsurfing.com](http://www.couchsurfing.com) and let out of town people sleep at your place every now and then

40

Make videos of all the local places to go and see and share them on social media with your contact info if people need a guide

41

Organize a charity race or 5K in your community

42

Attend the local city council meetings and go up and introduce yourself afterwards to local community leaders

43

Join the local Rotary club

44

Find out about any local networking groups and join them. Remember to be the ultimate giver and expect nothing, you'll be a star

45

Get a booth at a local expo and get to know all the visitors as well as the other expo booth owners

46

Develop as a speaker and look for opportunities to share your expertise. Real estate investing clubs are a great example in my profession

47

Join a network marketing company. I know this doesn't sound all that fun but most have amazing leadership and very driven people in them. I've met some of my best friends doing this very thing

48

Get a group together for a couples trip and go somewhere fun and relaxing. 8-10 couples is a perfect amount to really get connected

49

Start a club around your passion. Race cars, sports, plays or whatever

50

Start a book club and get together once per month

51

Rent out a cabin for a weekend and tell your friends you will pay for it if they help fill it with fun people

52

Be active on Twitter and engage your audience locally by using local hash tags and having relevant information

# 71 WAYS TO ADD CLIENTS TO YOUR DATABASE

53

If you are single go on a singles cruise. If you are married, go on a couples cruise

54

Find out a local event coming to your city and connect with the organizers to help out. Some great examples of this are "Slide the City" and the "Lantern Festivals"

55

Volunteer at the local homeless shelter

56

Sign up for classes of things you have always been interested in doing

57

Create a group that goes and explores all the hiking trails in your area, start a Facebook group to spread about it

58

Volunteer to tutor at the local high school or college whatever subjects you are an expert in

59

Do Facebook Live videos from the top concerts and events in your area, let people know that they can connect with you to stay in the know on all future events coming to town

60

Whenever someone new moves into the neighborhood, bring them over some wine or some meat or something and tell them to call you whichever night they are free to do a bbq or get to know you dinner

61

Volunteer to take photos or video for local sports teams at all the high school or little league events

62

Deck your house out with lights and decorations for Christmas and give out cookies or something fun to anyone that comes by to see your house

63

Start an Instagram page and post about all the local historical sites and locations in your area

64

Make a list of all the tools or items you have such as a drill or a ladder, etc.. that people in the community might need to borrow and volunteer the list to anyone that needs to use them.

65

Attend local charity gala's and be generous with your support

66

Sponsor a hole at the next local golf tournament. They are always looking for people and it is a great way to meet a lot of people in a day

67

Invite a friend to lunch at TopGolf or something similar and tell him you have room for 4 so bring a friend or 2

# 71 WAYS TO ADD CLIENTS TO YOUR DATABASE

68

Always let your local providers know you are looking to meet great people. The person that cuts your hair, works on your car, etc..

69

If you are single join a dating website like Match.com

70

Local news stations are always looking for experts so get to know them all and email them your areas of expertise if they ever need you

71

Put together events in your area that offer group discounts and be the person that brings it all together