Landmark-Lortie Tidbits March 2025

Hi Everyone,

March is turning out to be a busy month! Many of our agents have been actively participating in meetings and events, and we're seeing strong listing and sales activity. Thank you for being part of our team! To keep you informed and contribute to your success, we're sharing these tidbits:

**Promotions:** We are excited to see Ted, Sarah, Zoe and Nick help increase our success with their skills and ideas as they start their expanded roles in our Company!

**Letter Writing with Brad the Mortgage Guy:** Our next Letter Writing Session is **Tuesday, April 1st from 12:30-2:00 PM at the Wilbraham office.** Refreshments and materials (excluding stamps) will be provided. We hope to see you there!

**Next Meeting Topic – Skyslope and Digi-Sign:** This meeting will focus on using Skyslope and Digi-Sign to save you time. Join us on **Thursday, April 17th from 6:00 to 8:00 in the East Longmeadow office.**

March meeting on Google Business tools was well received. **Do you have a topic that you would like for a future meeting? Please share.**

**Goals:** We have two key goals:

* Increase sales by an average of 2 more sales per agent in 2025 compared to 2024.
* Add 10 new, high-quality agents to our team.

Throughout the year, we'll share actionable ideas to help us achieve these goals together.

**Connecting: Touch Base Tuesday:** Based on agent feedback, we introduced "Touch Base Tuesday," a 30-45 minute video meeting for connection, sharing, and motivation. March’s meeting went well. The next meeting is **Tuesday, April 8th, at 6:00 pm**. Feedback from first meeting was to do monthly and do some in the evening so others could attend.

V**ideo Link:** To join the video meeting, Touch Base Tuesday

Video call link: <https://meet.google.com/yhw-roqu-iqp>

**Stay Informed - Join Our Text Service:** Don't miss out on important company information! Text LANDMARK to 866-583-4640.

**Generating Leads:** Our Inside Sales Associate, Sarah Roberts is working on new activities to generate leads. She, Dave Valino and I will be holding a buyer seminar on April 10th to help in that endeavor. Sarah has also arranged for a business spotlight table at Monson Savings Bank in April. We will keep you posted.

**Need Anything?** We understand that success in real estate requires self-motivation, action, and support. We're here to provide that support. If you need a meeting or anything, please text, call, email, or visit us. We're here for you!