

Selling the Summer

Brandy Savage

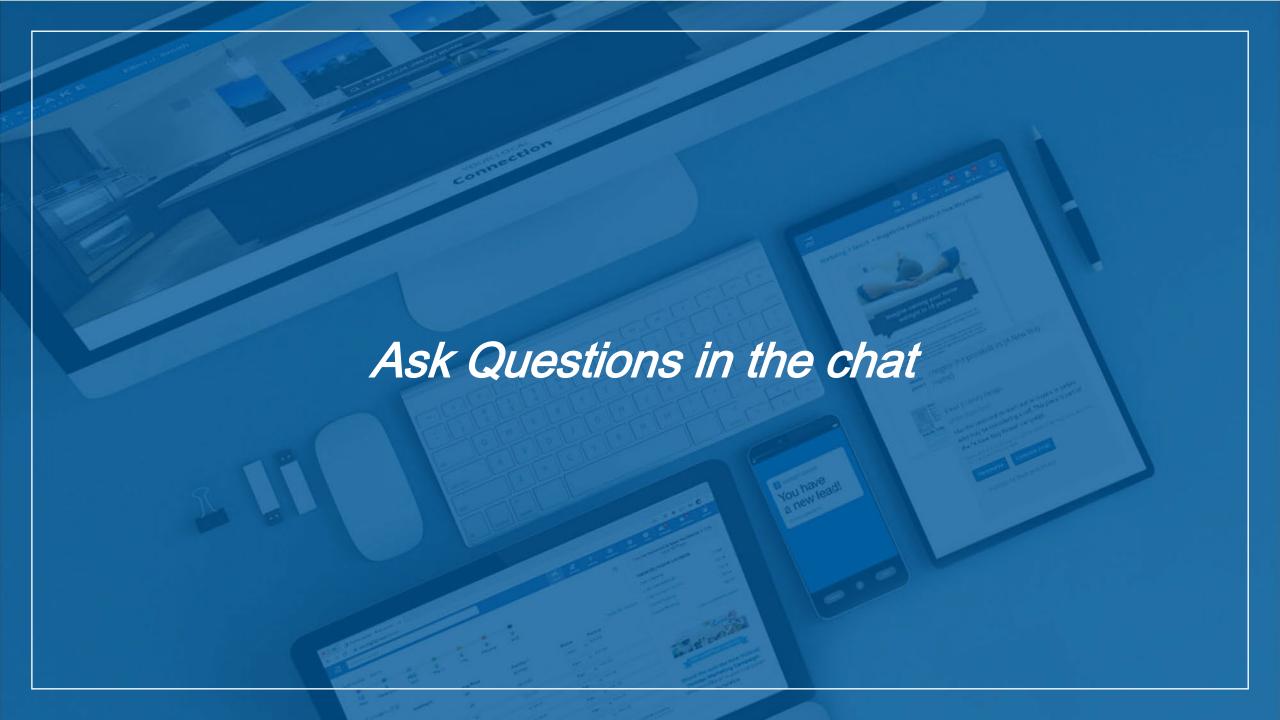


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Let's get into this content!

State of the Industry

Inflation!

Skyrocketing Mortgage rates Home values that continue to rise

Fears of another 2008 housing bubble..and crash

Inventory is still exceptionally low

Still very much a Seller's market Slower home sales and smaller price appreciation

What does that mean for you?



People are still active, but will probably need a bit of hand holding



Competition will be heating up, so you need a strategy to get in front of your leads

What to focus on



Prioritizing your daily, weekly, monthly activities

Utilizing your To Dos



Loading the top of your funnel

Automated campaigns and other mass communications



Engaging your leads early and often

Developing your contact strategy



Quick plug!

- Watch "We're Getting Engaged!" webinar that goes over strategy relationship/rapport building through the lead phases
- HIGHLY RECOMMEND THIS!



Thank You!

Thank you!

Look for an email from us with the link recording as well as links to the content mentioned in this webinar!