

\* Stopping into brokerages in other states and handing out business cards  
2017 - Most Questions to Ponder

Where WILL my business come from in 2017?

Past Clients

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Sphere of Influence

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On-Line Lead Generation Kozoo?

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Expired Listings

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FSBO Only 4% of the market

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Just Listed's/Just Sold's

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Attorney's

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CPA's

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Rentals

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Ex Realtors

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Agent to Agent Referrals

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Client Referrals

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Affiliate Referrals (Lender/Home Inspector/Handy Man)

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Relocation

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Sign Calls

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Advertising

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Direct Mail

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Investor Workshop

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1<sup>st</sup> time buyer workshop

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Farming

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Websites

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Blogging

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Social Media

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Open Houses

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Floor Time

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Builders

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REO

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Short Sales

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Foreclosure Buyer Tours

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Other Insurance Agents

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Other

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