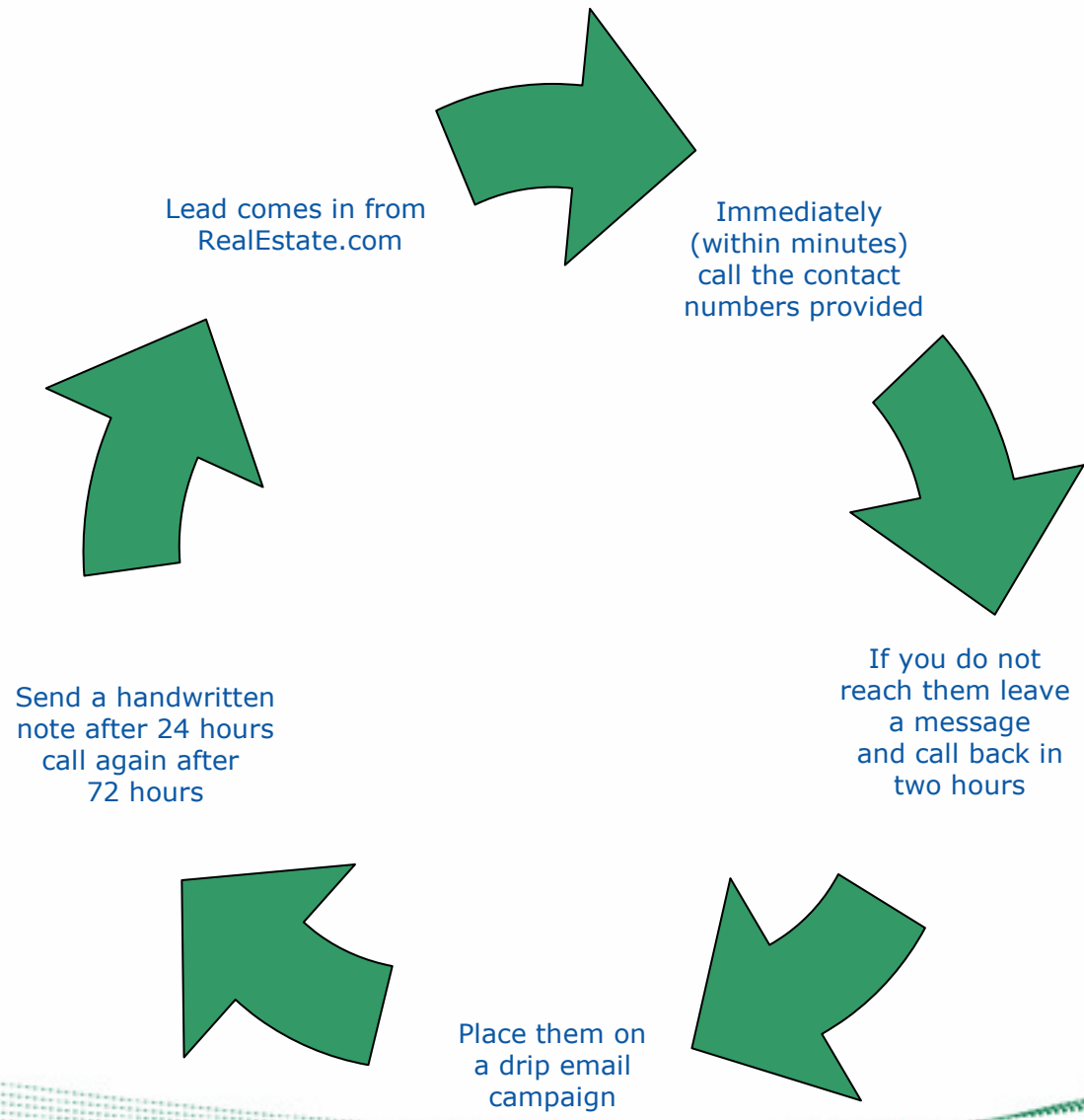


SUCCESSful Lead Incubation Diagram



SUCCESSful Lead Incubation - Scripts

- **When leaving an initial message:**

This is Jim Denny with ABC Realty. I just received your information from RealEstate.com. I would like to introduce myself and share with you how we can work together. Please call me back at 704-323-5672. Again, this is Jim Denny with ABC Realty; my number is 704-323-5672. I really look forward to hearing from you.

- **When leaving a second message:**

This is Jim Denny with ABC Realty, trying to catch up with you. Please call me back at 704-323-5672. Again this is Jim Denny with ABC Realty; my number is 704-323-5672. I really look forward to working with you.

- **Handwritten note:** *I am the Realtor you are looking for! Let's meet for coffee.*