

NINJA 気 SELLING

15 Post Closing Calls

1. 2-Day follow-up (Any surprises or unmet expectations in the house?)
2. 2-Week (Are they starting to get unpacked/getting pictures up on the walls?)
3. 1-Month (Have they met their neighbors yet?)
4. 3-Month (How is the home working out?)
5. 6-Month (Annual Call)
6. Anniversary of Closing (Annual Call)
7. Reminder of Her Birthday (3 days prior to her birthday)
8. Wish Her Happy Birthday
9. Reminder of His Birthday (3 days prior to his birthday)
10. Wish Him Happy Birthday
11. Remind him of Wedding Anniversary (3 days prior)
12. Wish her happy Wedding Anniversary
13. Call each child on their Birthday
14. Call for tickets to sporting events, plays, upcoming activities
15. Set up a home visit (3-5 months post close)