# SUPPORT WEBINAR
# 10-10-20

Michael White

www.RLPPnow.com

Terri Murphy

Six important pieces of information about 10-10-20s

1. 10-10-20, what does it mean?
2. Same premise as Help Us Pick Your New Neighbor
3. Doesn’t require a listing
4. Use as a way to invite people to Open Houses
5. Pick any target home in an area you want transactions
6. Share information

# Simple math makes it easy to remember!

- Ten to the left – ten to the right – twenty homes across the street!
- If you reach the end of the road, just go the other way!
- Most people won’t be home, but some will!

## Same premise as Help Us Pick Your New Neighbor

- You may not be looking for buyers
- You might just want to share information
- It might be a way to gather community information or using other strategies like “Forever Home Strategy” or “First time Seller Strategy”

# Doesn’t require a listing!

- You can use someone else’s listing
- You can just target a neighborhood you would like to get business from.
- Can work well after a home is sold

# Open Houses

- Great way to invite people to Open Houses
- Target prospective buyers and sellers by asking people for help
- The neighbors always have opinions. Ask what they think!

# Just Pick a Spot and GO!

- Don’t over think it!
- If you don’t know the area, ask the people what they like best!
- Talk about a local event or occurrence

# Sharing Information

- In addition to prospecting, this can help you share or gather information for social media.
- You can thank the people who shared and follow up over time
- Adopting a neighborhood, sort of “Advanced Farming”

Action Steps:

- Pick your targets carefully!
- Gather all the information you can before going out
- Prepare something to deliver that leads them back to you and your social media locations
- Set your day and time to do the work!
- Get out, have fun, share information, and collect opportunities!

Nothing is more overlooked in today’s world than going out and just talking to people!

There are no lack of people who want to buy and sell homes, just a lack of people going directly to the people and asking for the opportunity!

# We want you to be SUCCESSFUL!

## Do Something Today to Improve Your Tomorrow

info@RLPPnow.com
www.RLPPnow.com