

How Real Estate Agents Can
Generate Business
in the Next 90 Days

Join me for a FREE Real Estate Business Coaching Session and receive: A personalized business assessment using a proven, guided tool. Expert advice from an experienced and credible BROKER.



1

Leverage Your Sphere of Influence SOI

- Reach out to past clients, friends, and family via phone, email, or text.
- Use social media to announce your availability and share market updates.
- Host a casual "real estate Q&A" event, online or in-person, for your network.

Goal: Book 5-10 face-to-face or virtual appointments with SOI members.

2

Maximize Your Online Presence

- Post daily on Instagram, Facebook, and LinkedIn with local market insights, client stories, and personal touches.
- Create short videos or reels explaining real estate topics or showcasing properties.
- Boost a targeted ad promoting a free home valuation or buyer's guide.

Goal: Generate 20+ online leads by consistently engaging.

3

Partner with Local Businesses

- Connect with mortgage brokers, insurance agents, and contractors for cross-promotion.
- Offer a co-hosted seminar or webinar on buying/selling in today's market.
- Display flyers or business cards at local coffee shops, gyms, or popular spots.

Goal: Gain at least 3 referrals from local partnerships.

4

Reconnect with Expired Listings & FSBOs (For Sale by Owners)

- Use MLS to identify expired listings and call owners with a compelling pitch.
- Visit FSBO properties and offer a free market analysis to highlight your expertise.
- Follow up consistently with a value-packed email or call schedule.

Goal: Convert 2-3 expired listings or FSBOs into new clients.

5

Host Open Houses Strategically

- Partner with listing agents to host homes in desirable neighborhoods.
- Use QR codes for easy sign-ins and automated follow-ups.
- Promote each open house heavily on social media and in local groups.

Goal: Collect 15+ leads from each open house.

6

Stay Consistent with Follow-Ups

- Implement a CRM to organize and automate your follow-ups.
- Send personalized texts, emails, or calls to warm leads.
- Provide value like market updates, home tips, or free consultations in your follow-ups.

Goal: Re-engage 10+ old leads and turn them into clients.

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Schedule a FREE consultation To assess your real estate business

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