



Guide

The 18 CRUCIALS when ~~Prospecting~~ Connecting

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“The ONLY way to get someone to do something...
is to make them WANT TO DO IT!”

1. Call it Connecting! Not Prospecting ;)
2. JFDI (Just F*cking Do it)... dial first, think late. Don't procrastinate... I see people spend 10 minutes researching the call subject then the person doesn't answer!
3. Schedule it & be specific... Don't let it be a re-active action. Make sure it's PROACTIVE. Friday 10am to 11am I'm going to call all back vals in Redhill with Just Sold 123 Street
4. Call from your mobile phone = more personal
5. NEVER apologise for trying to help someone... “Sorry to bother you”...
NO NO NO
6. Get opt in... have you got 2 minutes? No? Move on
7. Be direct. Don't fluff... What date shall I take over your move? I'll pop in on Tuesday at 7, see you then.
8. Hurry Up... Anything more than 60 seconds should be talked about Face to Face.



9. Have a pre-defined outcome... Building the Know > Get Face to Face > Close the Prospect
10. Don't expect too much too early... If never spoken before, just building the know is enough for a few calls. If already spoken before, get the face to face. If already met them, CLOSE ;)
11. Keep it Simple... Just sold a house? Just sold calls to all warm apps & past appraisals in same town you've just sold the property. Do it, then it's done!
12. Keep it relevant to THEM, not you... "Just sold near you/similar house to yours/house with a huge kitchen like yours... when's a good time to pop round?"
13. Be consistent with what you say on each call, helps with focus... "Hi John, Perry... have you got 2 mins?" "Great, I've just sold a house over asking price round the corner from you so thought I'd check in to see how things have progressed your end?" They will then lead to convo
14. Have an answer for everything. "Current agents says nothing's really selling due to Brexit"... "It's certainly changed but we agreed X last week, what date shall I take over yours?"



15. Always close with... “While I’ve got you John, who do you know who’s thinking of moving?”
16. Leave value... “Try this, we're finding it's working really well”
17. NEVER leave voicemails. Waste of time. No-one listens to them. Even if they do, they’re not going to call you back. Hang up, send an SMS. You’ll more likely to get a response.
18. A thank you text message after you have spoken: “Good to chat just now John. This is my personal number, shout me anytime. Here to help 👍”.

There you go. 18 crucials when connecting 🔥. Now go and have a Powerful session 💪

Remember, powerprospector.io was built to ensure you get MAXIMUM return from your prospecting efforts.

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