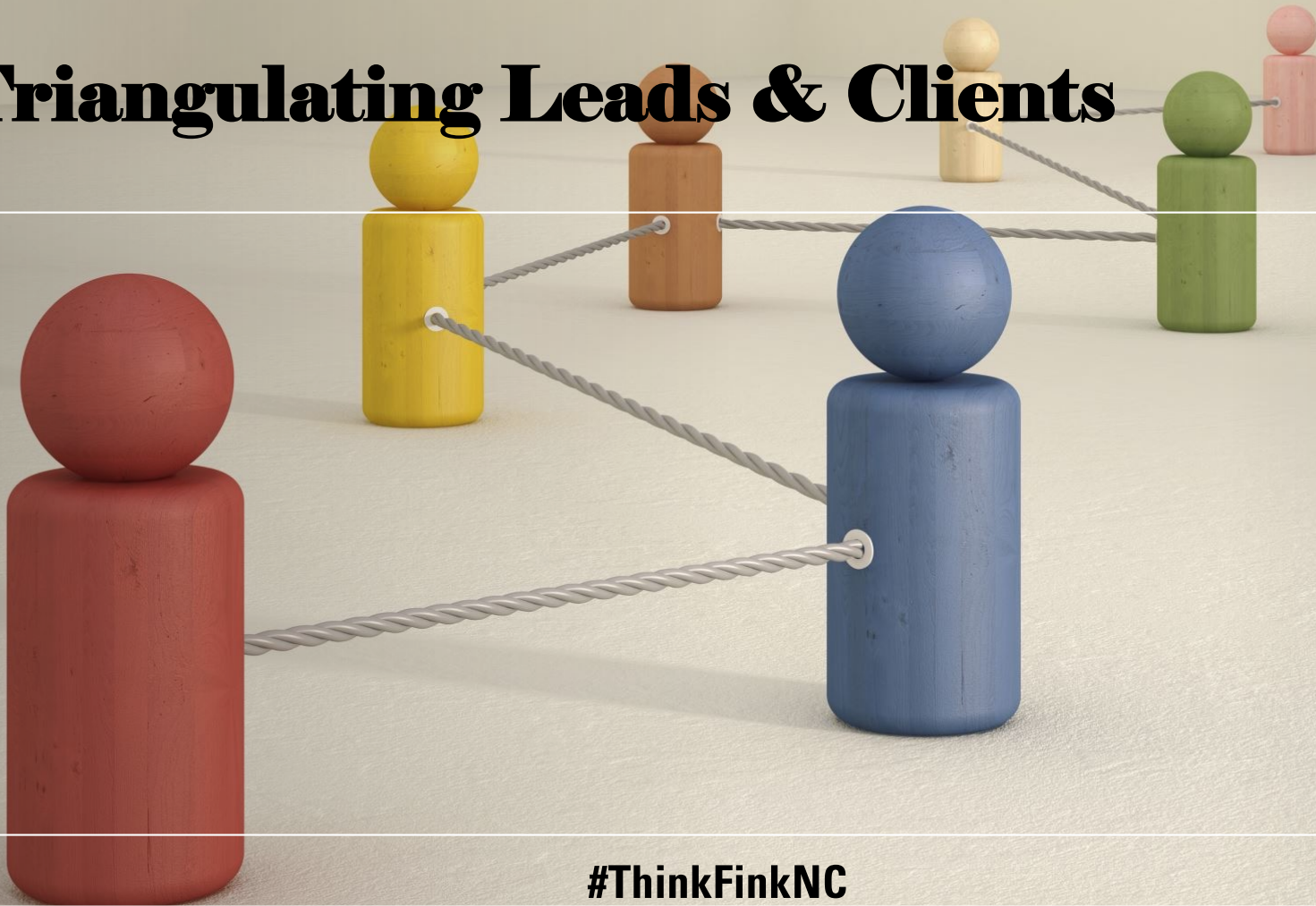


Triangulating Leads & Clients



#ThinkFinkNC

The Resources

- Free People.Com - <https://www.fastpeoplesearch.com/>
- HomeSnap Pro - <https://www.homesnap.com/pro/plus/management/>
- Dakno - https://daknoadmin.com/www.lindacraft.com/contact_all.php
- BombBomb - <https://app.bombbomb.com/app/?module=videos&page=list>
- RPR - <https://www.narrpr.com/home>
- Various County Websites
- MLS

The Process

- 1) Using Dakno – Identify a Lead or Client that you want to research
- 2) Using Fast People – Identify their likely phone and address
- 3) Using HomeSnap Pro – Confirm or Identify possible contact information
- 4) Using County Websites & MLS – Confirm home ownership and home information
- 5) Using Bombbomb & Dakno – Send an intro v/email to “warm” up
- 6) Use RPR to send impressive Market Assessments on their home
- 7) Using Dakno – Set To Dos for contact points, including home anniversary

Why?

- Great way to begin to “warm” up cold and neglected leads
- Clean up database, including your knowledge base
- Set up Dakno triggers (To Dos) to maintain contact and build rapport
- On anniversaries – Sent inquiry and/or update market assessment through RPR
- Be positioned to help when they want to buy, sell, or build in future
- Set Schedule for asking for Referrals