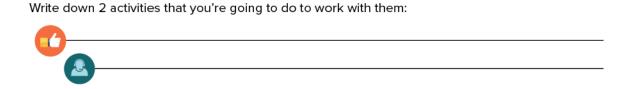
Write down 5 friends or family members who you know, know lots of people: Write down 3 ways you're going to connect with them: 2. Write down 3 potential chance encounters: Write down 2 ways you will connect: 3. Write down 3 professional, business, or service contacts:



4.	Write down 3 associations, groups that you are a member of:
	Write down 2 ways that you will connect/showcase your skills:
5.	Identify 3 relocation partnership opportunities in your area:
	Identify 2 ways to connect/showcase your expertise:
6.	Identify 2 potential advertising/marketing opportunities in your market:
•	
	Write down which one you're going to test (3x minimum):
7.	Write down 3 friends/family members who live in a different city/state:
8.	Write down 3 clients who are moving to/from a different city/state:
9.	Write down 1 current lead source that you don't always follow up on:
10.	Estimate how many leads/year you don't follow-up on more than once
If you get 1 new client for each item = 10 new clients	
10 clients x average home sale/purchase = \$ X .03% commission = increased revenue	