

Prospecting Lead Call Process



Stella Chancey

Stella is an 'Agent' account that will NOT be calling or texting leads. Leave leads in Stella to not be bothered. They'll still receive Property Alerts. They may still come around to ask for details on a home. Only the admin/lead should have access to Stella.

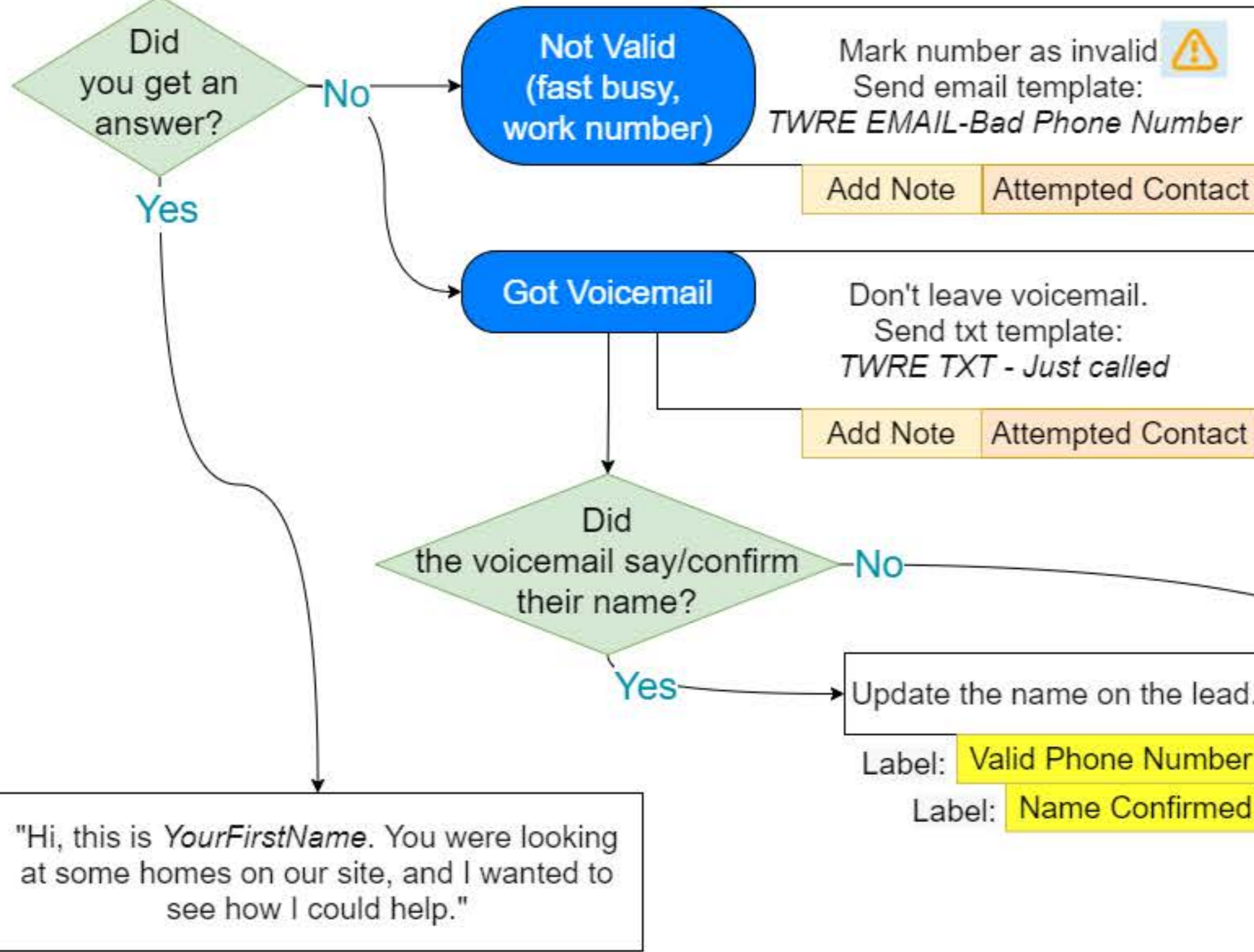
Label: Ask Broker

Not sure what to do with a Lead? Add the label "Ask Broker" so you can continue working and follow-up with your Broker later.

Invalid Contact



Invalid contact info is NOT a reason to NOT try. Could be a typo or CINC could be incorrect. Check NOTES.



"Hi, this is *YourFirstName*. You were looking at some homes on our site, and I wanted to see how I could help."

