The Montiel Organization *Reach your full potential*

THE COACHING PROCESS PHASE #1

- Project 250
- 80-90 properties sold in an area of less than 2,000 homes/condominium
- Create Content
  - Weekly/monthly/quarterly statistics
  - 18-20 articles
  - Seller's Guide
  - Buyer's Guide
- Website
- Email automated sequence
- Social media automated sequence
- Postcard Campaign
- Other venues campaigns (local newspaper/magazines/seminars)
- Review Analytics
- Contact clients
- Weekly presentations
- Practice objections

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