

Different Listing Agent Lead Source Approaches:

- Expired
- AZ Sell Fast
- FSBO

Each of these will need to be approached a little differently. Please note on the Expired and FSBO I have been able to cross reference the the do-not-call list (DNCL.) This data will appear in the notes and the DNCL number may populate into the primary phone number of the lead. In the notes there will also be up to 3 other phone numbers for that lead with some not on the DNCL. Please be aware of this and the fact I would never ask you to call a DNCL number.

Phoenix Market Company Member have also been invited to and extremely private map off market homes for sale. Stress Less MLS is the name of the map. You may both contact these people to list their homes and cross reference your buyer leads to sell buyers off-market properties to buy. (HUGE SELLING POINT FOR BUYERS TO WORK WITH YOU) Click on the map point and the Seller name, number, and email will appear.

So About these lead sources:

- Expired - these sellers have not been able to sell the property for a number of reasons and will be getting many calls
- AZ Sell Fast - these sellers have provided their information online hoping to find a quick sale buyer for the property
- FSBO - these sellers think they can go it on their own and don't need your help, what can you do to help them while they figure out they really do need you.