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Forever Faithful to Follow Up: Retrieve More Prospects

Follow-up is key to securing more leases from prospects, and it is also one of the most overlooked activities in the daily role of leasing professionals. With a bit of extra creativity and effort leasing teams will go from seeing follow up activity as a hu-hum task to something they enjoy and benefit in doing. Remove procrastination, redefine success and accurately measure performance.

1. 7 solid reasons every leasing professional must follow up.
2. 9 creative follow-up ideas that will leave your competition in the dust.
3. Tips to design a (simple) program anyone can commit to doing daily.

This topic is designed for all office and sales staff (leasing, and office).

Length of Program: 60-90 minutes online; an in-person version is available as a one, two, or three-hour workshop.