

# Valuable Daily Market Share Growth Routines for Brokers & Agents

<http://commercial-realestate-training.com/>



*'Daily routines are critical in Commercial Real Estate brokerage. Here's mine.'*  
- John Highman

Call connect with 10 Local Business Owners and Tenants

Methodically contact 5 or more local Property Owners by street & by building

Refresh exclusive listings and marketing material every 14 days

Research 5 properties purchased 4 plus years ago & contact the Owners

Connect with other local 'Industry Professionals' such as Accountants and Attorneys each 90 days

Seek ongoing referral business and leads from 5 current database contacts & or established clients

