Factors of a Commercial Real Estate Sales Plan

Time on Market Systems

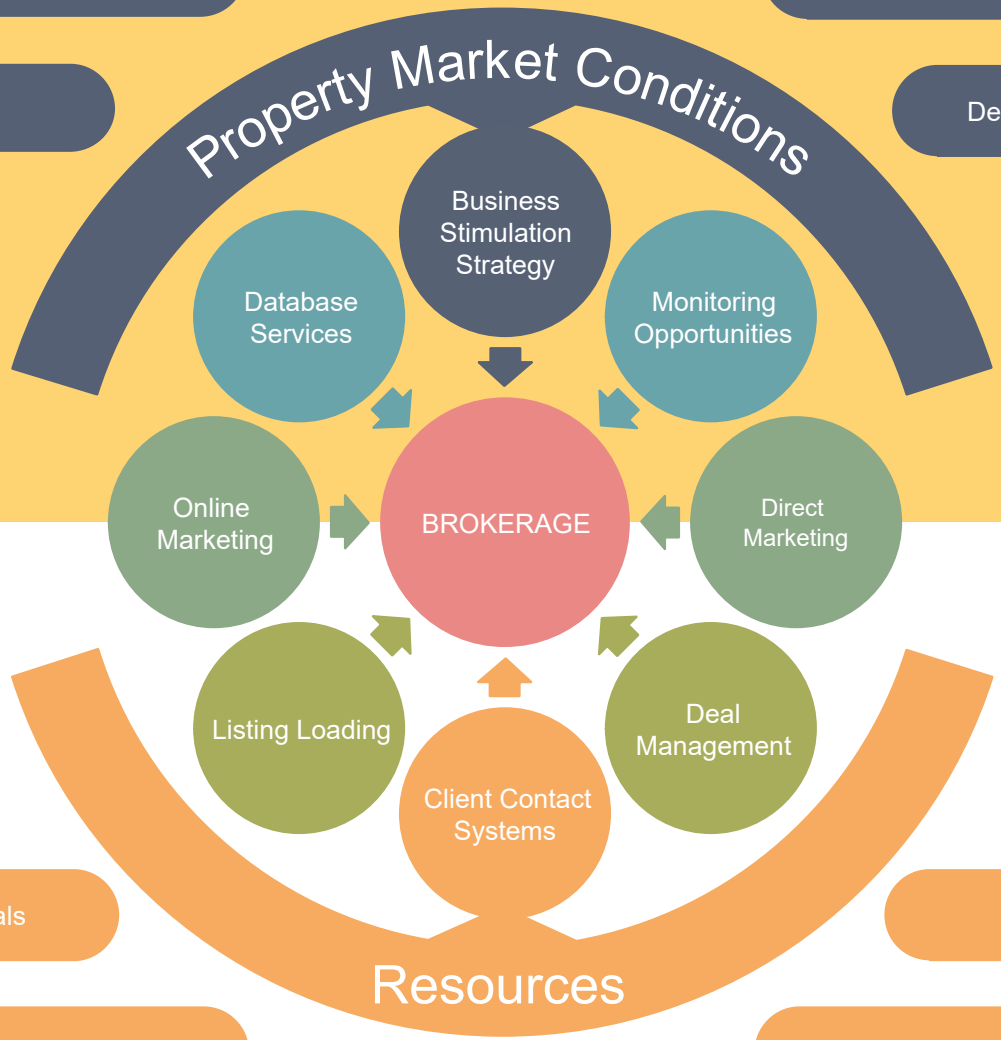
Defined Client Types and Profiles

Competitive Position

Defined Property Types and Focus

Defined Territory for Activity

Methods of Sale or Lease



'Cover all the issues with focus and timeliness to get better results' - John Highman

Signage Systems

Client Contact Model

Websites and Industry Portals

Prospecting Systems

Listing Marketing Systems

Database Software

Email Marketing System

© John Highman 2018 - All Rights Reserved

http://commercial-realestate-training.com