

Cold Calling System in Commercial Real Estate Brokerage

1. Define your area, client types, property types - get organised

2. Create reason for calls, build script, practice daily

3. Set call time in diary for every working day - 2 or 3 hours

4. Use database or spreadsheet to track progress

5. Create contact cycle of repeating calls every 90 days (or less)

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

