



CLUBWEALTH®

31 OF OUR TOP 109 LEAD SOURCES

CHASING LEADS VS. ATTRACTING LEADS



WHAT WE WILL BE DISCUSSING

- LOW AND NO COST LEAD SOURCES
- REFERRAL FEE BASED LEAD SOURCES
- TRADING TIME FOR DOLLARS VS TRADING IDEAS FOR DOLLARS

LEADING WITH PROFIT

ROI VS. CASH CONVERSION CYCLE

SOI (SPHERE OF INFLUENCE)

- CALLS
- NOTES
- POP-BY WITH SWAG
- NEWSLETTERS
- SOCIAL MEDIA
- VIDEO TEXTS
- CLIENT EVENTS



TIER 1 LEAD SOURCES (0-25 UNITS/YEAR)

- PROSPECTING FSBO/EXPD/COLD
- CLUBWEALTH.COM/VULCAN7
- CLUBWEALTH.COM/ESPRESSOAGENT
- YELP
- DOOR KNOCK
- CIRCLE PROSPECT
- OPEN HOUSES
- "I HAVE A BUYER"
- FACEBOOK POSTS
- FACEBOOK ADS
- LISTINGS 2 LEADS = CLUBWEALTH.COM/L2L
- STREETTEXT = CLUBWEALTH.COM/STREETTEXT
- CLUBWEALTH.COM/COLE OR CLUBWEALTH.COM/GROUP

FARMING

- DIGITAL

- CALLS
- SOCIAL ADS/POSTS/GROUPS
 - JUST LISTED/SOLD/COMING SOON
 - MEET YOUR NEW NEIGHBORS
 - NEIGHBORHOOD NEWS, CONTESTS, EVENTS
- CREATING GROUPS
- DOOR KNOCK



- GEO (TIER 2)

- EVERYTHING IN DIGITAL PLUS MAILERS

TIER 2 LEAD SOURCES (25-75 UNITS/YEAR)

- LEADSLIKECANDY.COM
- CLUBWEALTH.COM/IVR
- PORTALS
 - ZILLOW (CONCIERGE)
 - REALTOR.COM (OPCITY)
- PPC
- SEO
- DAVE RAMSEY
- INSTITUTIONAL SELLERS
 - REO
 - HEDGE FUNDS

NON-INVESTMENT LEAD SOURCES

- [CLUBWEALTH.COM/OJO](https://clubwealth.com/ojo)
 - [CLUBWEALTH.COM/EXPERTHOMEOFFERS](https://clubwealth.com/experthomeoffers)
 - [CLUBWEALTH.COM/AGENTMACHINE](https://clubwealth.com/agentmachine)
 - [CLUBWEALTH.COM/EFFECTIVEAGENTS](https://clubwealth.com/effectiveagents)
 - [CLUBWEALTH.COM/ESTATELY](https://clubwealth.com/estately)
 - [CLUBWEALTH.COM/HOMELIGHT](https://clubwealth.com/homelight)
 - [CLUBWEALTH.COM/AGENTPRONTO](https://clubwealth.com/agentpronto)
 - [CLUBWEALTH.COM/HUNGRYAGENT](https://clubwealth.com/hungryagent)
 - [CLUBWEALTH.COM/FASTEXPERT](https://clubwealth.com/fastexpert)
 - [CLUBWEALTH.COM/VETERANSUNITED](https://clubwealth.com/veteransunited)
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TIER 3+ LEAD SOURCES (75+ UNITS/YEAR)

- TRIGGERLISTINGS.COM
- CLUBWEALTH.COM/YLOPO
- DIRECT MAIL
- RADIO
- TV
- BILLBOARDS
- WRAPPED VEHICLES

WAYS TO SUPERCHARGE YOUR LEAD GEN AND FOLLOW UP

- SPEED TO LEAD
 - YOU
 - ISA'S
 - TRAINING FOR ISA'S: [CLUBWEALTHU.COM](https://clubwealthu.com)
 - AI
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TWO MOST IMPORTANT SCRIPTS IN THE WORLD

THE WORLD'S GREATEST FOLLOW UP SCRIPT

“I just want to make sure I’m not dropping the ball on my end”

THE WORLD'S GREATEST CLOSING SCRIPT

“Are there any other questions before we get started on the paperwork?”

OVERWHELMED?

SCHEDULE A STRATEGY SESSION

The next step is a NO COST, NO PITCH Strategy Session. During our call, we'll discuss you, your business, where you are right now, and where you want to be in 12 months. Then, we'll give you the exact BLUEPRINT you'll need to get there!

[Click Here: Schedule NOW](#)

GROUP COACHING

The Club Wealth Blueprint is the fundamental building block of a successful real estate business. In Club Wealth Group Coaching, we take you stage-by-stage through the Blueprint over the course of a year to help you build your powerhouse real estate business. No matter what your production or position on the team, this is the place for you.

[Group Coaching](#)

[HTTP://CLUBWEALTH.COM/STRATEGYSESSION/](http://clubwealth.com/strategy-session/)

[HTTP://CLUBWEALTH.COM/GROUP/](http://clubwealth.com/group/)

