January Contact Plan

Start with five people you have a useful reason to contact. Repeat each workday this week.

Choose people whose plans you already know

Buyers who paused. Homeowners who mentioned a move. Past clients whose needs may have changed. Ask whether their plans are still current.

Two questions to start the conversation

“Is that move still something you’re considering?”
“What would need to happen before you could make it?”

Listen first. Offer one useful action based on their answer.

Name / what they told me	Useful reason to contact	Agreed action / date

If they say “after the holidays”

“What would make that conversation useful for you?” Then ask whether they want to choose a date now or reach out when they are ready.

End-of-week check

Who has an agreed follow-up? Who needs preparation help?
Who should I leave alone for now? Respect a no or a request not to contact them.

Want help making your follow-up consistent?

Schedule time with us at: www.maverickrealtynetwork.com/help