

Methods of Prospecting



- **Passive** – Waiting for business to come to you - floor time, website leads, and open houses.
- **Active** – Referrals, FSBO's, expired listings, canvassing – door knocking, cold calls.
- **Purchase** – Ads, signs, flyers, personal brochures, media – radio, TV, billboards, ad words.

Real Estate Prospecting Fundamentals Of Wealth

LL Leslie



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