

Checklist to have world-class Fridays & Saturdays

Friday:

- Call all vendors
- Bulk communication (email, SMS, Facebook, video) inviting buyers to your OFI
- Relaxing afternoon ritual (massage, family time, etc.)
- Car washed
- Early to bed

Saturday:

- Morning exercise
- Healthy breakfast
- 8am - signboards up on as many streets as possible
- Ensure you have all the info you need on the property
- Make the house look good (lights on + smile)
- Send MMS/SMS to vendors advising numbers
- Capture new leads and enter into database
- SMS / call-back buyers after OFIs