

New Website Lead Follow Up

Day 1

- Speed wins, respond fast!
- Call, text, or send email

Day 2

- Research your new lead
- Send relevant listings

Day 4

- Check their engagement
- Review or set up listing alert

Day 6

- Call, text, or send email
- Send relevant listings

Day 8

- Check their engagement
- Market Insider Newsletter

Day 10

- Add to drip campaign
- Stay top of mind