

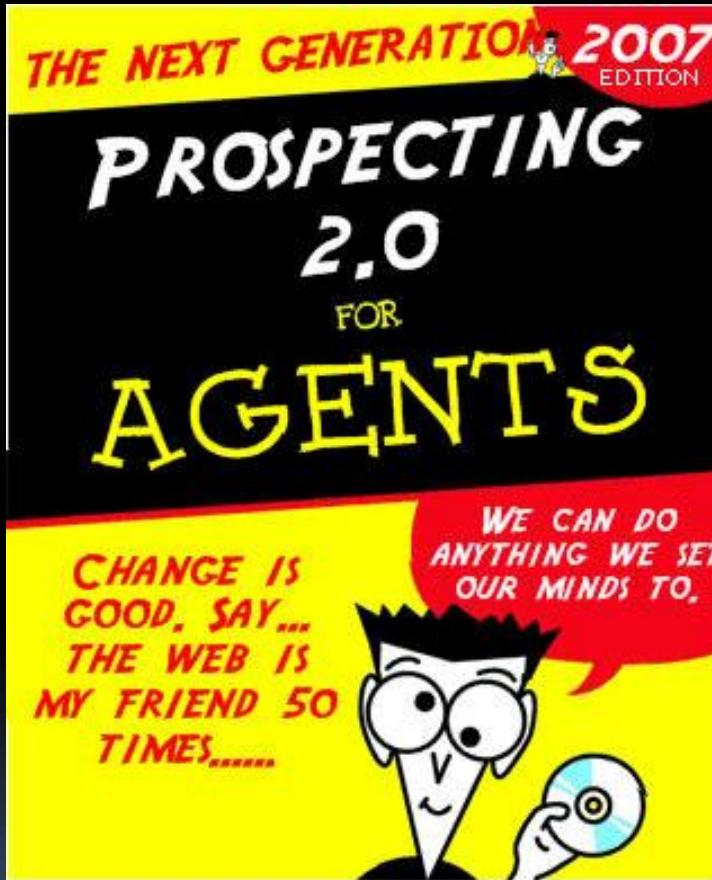
Prospecting 2.0

Next Generation

Presented by

Terry McDaniel
Real Estate Evangelist

PROSPECTING 2.0 THE NEXT GENERATION



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Preaching to the Choir Sermon Series

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It's a great time to buy Real Estate...

The Real Estate Market Is Open

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Prospecting is a system of inquiries requiring action on your part to generate business ultimately providing a binary answer.... Yes or No

RememberNO is only a conditional YES

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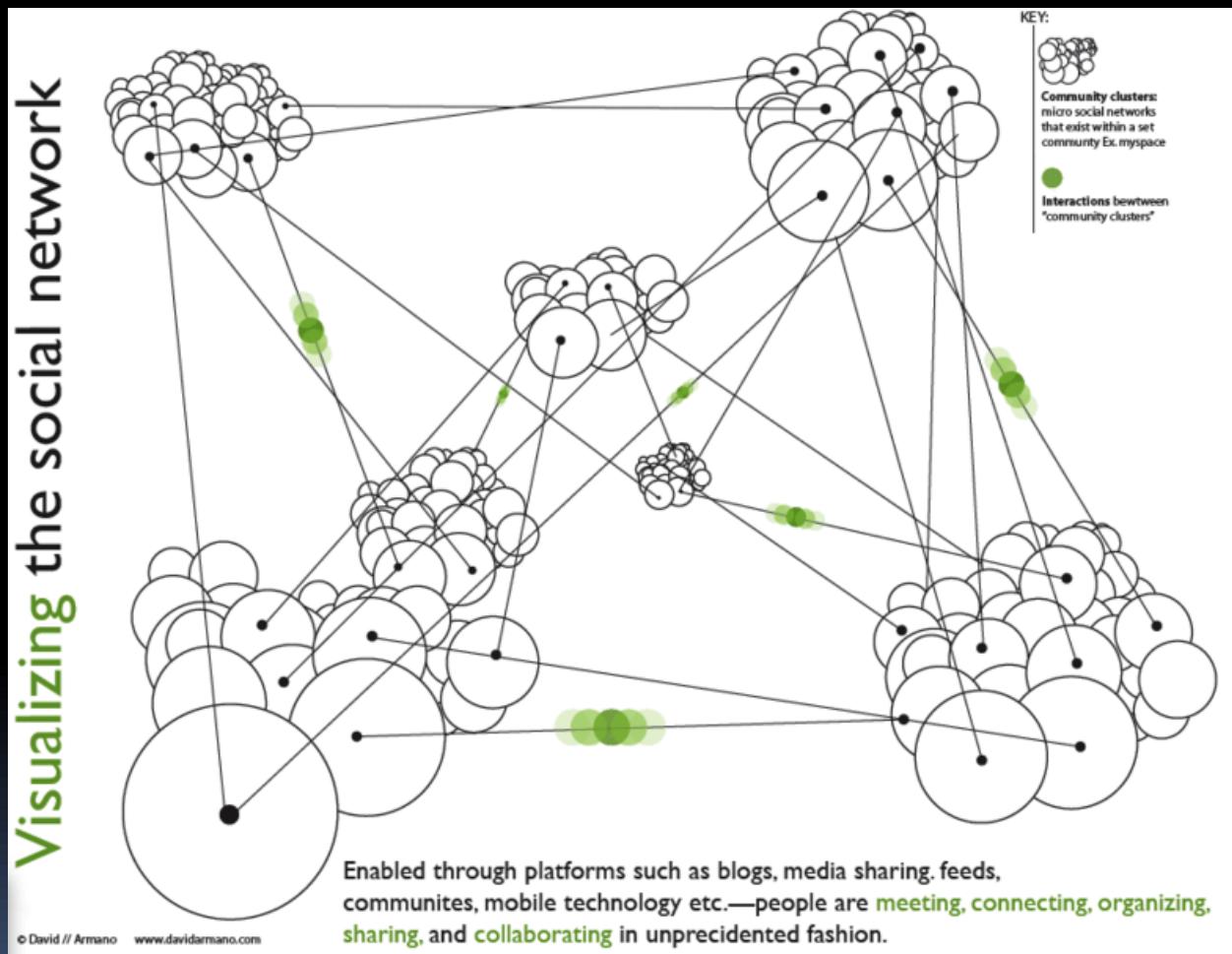
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Take Away
Immediate Action Item

Mind Map

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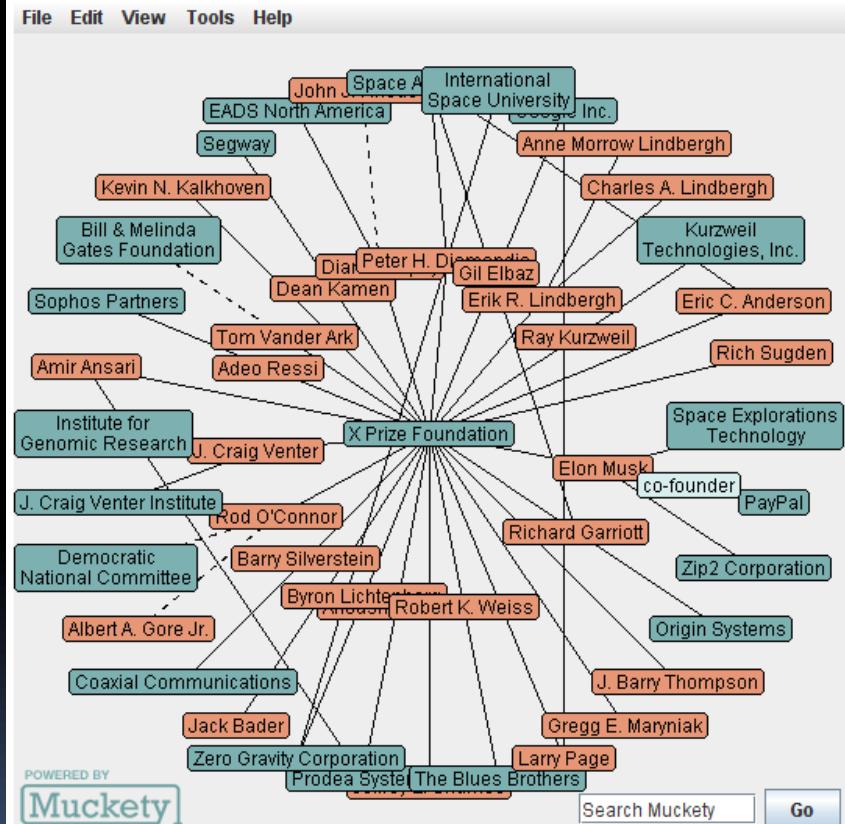


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Everybody is Related



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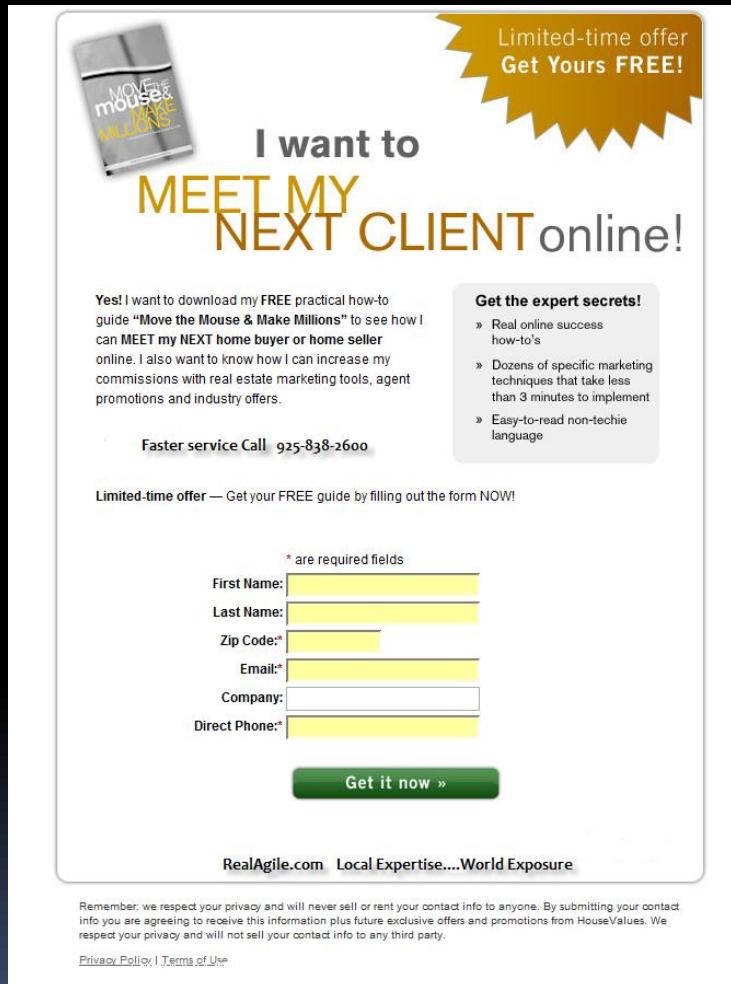
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NEXT CLIENT online!**

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Take Away
Immediate Action Item

Set-up four (4) Lunches or
Coffees weekly

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Take Away
Immediate Action Item

Learn the Power of Questions

Can you Imagine if you...

Have You considered...

What would it look like if....

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Take Away
Immediate Action Item

Thanksgiving Script

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Stealth Web Sites

RealProSystems.com

Rob

Adwords

Google.com

Adsense

Google.com

Web Coach

ProStepMarketing.com

Tricia

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Take Away
Immediate Action Item

What Motivates You
Go to
HeroLife.com

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Do You Know These Sites....

Ning.com

Not Ping Pong

Twitter.com

Not twitter bird

Facebook.com

Not Your face

Wordpress.com

Not Newspaper

Youtube.com

Not boob tube

MySpace.com

Not get out of my space

Godaddy.com

Hey daddy.....

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Take Away
Immediate Action Item

Become Consistent
Become Persistent
Become Accountable

CPA

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Go to Godaddy.com

Go to FaceBook.com

Go to Linkedin.com

Go to Ning.com

Go to Wordpress.com

Go to YouTube.com

Buy your Domain
Put your name
Name up, connect
Build your community
Blog
Post your videos

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Take Away
Immediate Action Item

Know the Reasons to Call

I was on the way home..... I
couldn't stop thinking about you

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Learn to Blog
Wordpress.com

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The screenshot shows the homepage of the EastBay Alive Ning social network. The header features a silhouette of a family against a sunset background with the text "EastBay Alive" and "A small section of Heaven". The main navigation menu includes Main, My Profile, Members, Forum, Groups, Photos, and Videos. The left sidebar has sections for "EastBay Alive...Talk Show", "Members", "Groups", "Latest Activity", "Videos", and "RSS". The right sidebar includes a "Sign Up" button, "About EastBay Alive", "EastBay Links", "Get on EastBay Alive Badge", "EastBay Alive Reader", and a "Coordinator" section.

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Take Away
Immediate Action Item

Learn about Social Networking
FaceBook.com

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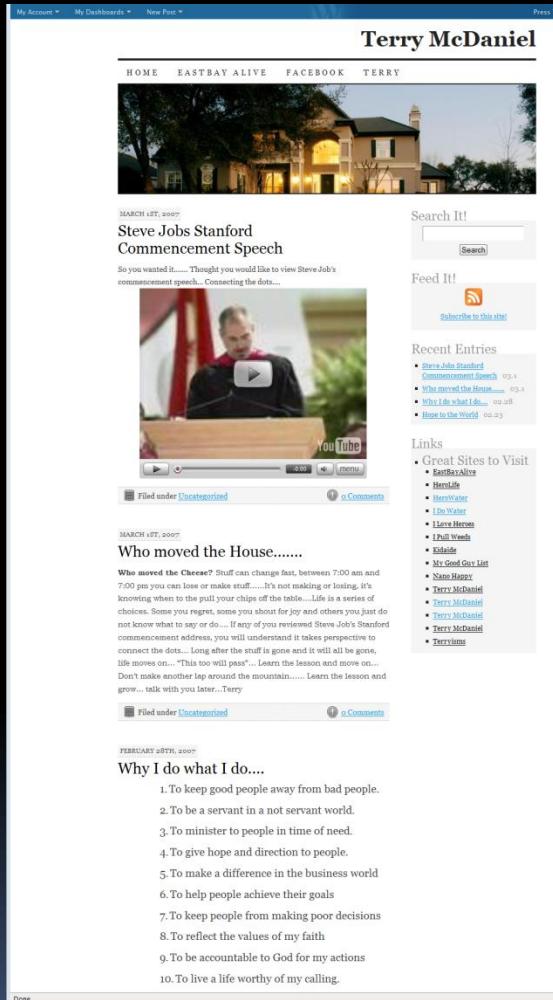
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My Account ▾ My Dashboards ▾ New Post ▾ Press This

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HOME EASTBAY ALIVE FACEBOOK TERRY



Search It!

Feed It! [Subscribe to this site!](#)

Recent Entries

- [Steve Jobs Stanford Commencement Speech](#) 03.1
- [Who moved the House](#) 03.1
- [Why I do what I do](#) 02.28
- [How to the World](#) 02.23

Links

Great Sites to Visit

- [EastBayAlive](#)
- [Herald](#)
- [East Bay Times](#)
- [Uva Water](#)
- [Lions Heroes](#)
- [Dell Woods](#)
- [Kideide](#)
- [My Good Guy List](#)
- [Nano Happy](#)
- [Terry McDaniel](#)
- [Terry McDaniel](#)
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- [Terrivines](#)

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Take Away
Immediate Action Item

Walk out the door of your office
and turn Left....

Get out of the office Now....

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Visit my sites.....

- FaceBook...Terry McDaniel
- EastBayAlive.com
- TalkShoe.com
- TerryMcDaniel.wordpress.com
- Herolife.com
- Realagile.com

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Prospecting Strategies

How to ping, touch, contact

More Buyers/Sellers

More client time

More Freedom

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Absolute Must Haves....

- Jott.com
- Snagit.com
- Copernic.com
- Talkshoe.com

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THE NEXT GENERATION

Approach the Next Generation as a Student.

Be inquisitive

I can do that attitude...

Do what you do naturally

Fill your Sales Channel

Ask questions...then ask a few more...drill down..

Stay on Task

I choose....

I am no longer afraid of failure..

Put me in the Game

I was made for this day..

Now you can take me home with you.....

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Learn to do a Webinar
TalkShoe.com

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 StumbleUpon	 Technorati
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 Simpy	 Blogmarks
 Facebook	 Netscape
 Slashdot	 Fark
 Backflip	 Wink
 Spurl	 LinkaGoGo
 Mister Wong	 Feed Me Links
 Netvouz	 Magnolia
 Diigo	 Blue Dot
 Segnalo	 Tailrank
 RawSugar	 BlinkList
 Shadows	 Suggest a Service

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Know these sites....

- Trulia
- Cyberhomes
- Zillow.com
- Realtor.com
- HouseValues.com
- Facebook

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Take Away
Immediate Action Item

See's Candy.... Go see 100 people

The Power of
Thank You

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Go to Terryisms.com Power point slides

Go to referout.com Referrals

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My gift to You.....

If you like what you heard.....
It's **ok** to **ask me to speak** to your Group..

Give me your Card

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Mind Map

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GoogleVideo:

<http://video.google.com>

YouTube:

www.youtube.com

VideoEgg:

www.videoegg.com

Dailymotion:

www.dailymotion.com

Veoh:

[www.veoh.com](http://www veoh.com)

AOL Video:

<http://uncutvideo.aol.com>

Eyespot:

[www.eyespot.com](http://www eyespot.com)

Metacafe:

[www.metacafe.com](http://www metacafe.com)

Grouper:

[www.grouper.com](http://www grouper.com)

Jumpcut:

[www.jumpcut.com](http://www jumpcut.com)

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