

15 POST CLOSING CALLS

1. Two-day follow-up (any surprises or unmet expectations in the house?).
2. Two-week (are they starting to get unpacked/getting pictures up on the walls?).
3. One-month (have they met their neighbors yet?).
4. Three-month (how is the home working out?).
5. Six-month (annual call).
6. Anniversary of closing (annual call).
7. Reminder of her birthday (three days prior to her birthday).
8. Wish her happy birthday.
9. Reminder of his birthday (three days prior to his birthday).
10. Wish him happy birthday.
11. Remind him of wedding anniversary (three days prior).
12. Wish her happy wedding anniversary.
13. Call each child on their birthday.
14. Call for tickets to sporting events, plays, upcoming activities.
15. Set up a home visit (three to five months post close).

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*People do not **decide** their futures.
They decide their habits and their
habits decide their futures.*

[F.M. ALEXANDER]

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