
TUESDAY TECH TIPS

A weekly update of real estate related tech news and tips

Need a change?

If you are a real estate agent in the Danville, San Ramon, Alamo, Diablo and Dublin area and you'd like to work with a broker that "gets" technology, come and talk with me!

I am the manager of Berkshire Hathaway Home Services Drysdale Properties offices in San Ramon and Danville. Let's explore the possibilities!

The Blog

For the past 9 years I have been publishing a weekly blog for real estate professionals. Each week I find some new app, software program or some new gadget that I think will be helpful to you in your business. Occasionally, I slip in a little sales training that I think you would find useful too.

And on rare occasions I publish a rant about something that rubbed me the wrong way. Check it out:

<http://www.RealtyTechBytes.com>



**Learn how
to talk to
strangers!
(to grow
your
business!)**

Thanksgiving has come and gone, so that must mean that we are well on our way to endless parties and social gatherings as we pass through the holiday season.

While these can be difficult moments for a lot of us, some people have learned how to make the most of these events to meet new people and to expand their network of contacts. For many years, I was squarely in the camp of those people who found these parties to be a royal pain in the you know what!

I hated the small talk and the forced conviviality that often accompanied these events. Then it dawned on me, that maybe I should have a different view. What if I could use these events to meet new people and to possibly expand my network? What if I could gain new customers this way?

As it turned out, I soon discovered that just wanting to be able to expand my network, and actually doing



Here are some useful Links

(For when I can't be there)

TopProducer Help

<http://www.topproducer.com/campus/top-producer/top-producer-help>

zipForms Help

<https://www.youtube.com/user/zipLogix/featured>

DocuSign Help

<https://support.docuSign.com/>

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it were too much different things. I struggled with the “what do I say to someone I don’t know? And how do I break the ice?”

Google to the rescue. I found a couple of resources that gave me a path to follow through the vagaries of social interaction at parties and I was soon on track.

Fast forward to 2016 and the resources that I used have long been surpassed by others. I found five great resources for you to look over. Spend a few minutes with these and I think that you’ll find that your next holiday party can turn out to be a great place to expand your prospecting horizons!

First up is a Ted talk at <http://ideas.ted.com/how-to-talk-to-strangers/>. This one gives some ideas on how to talk with complete strangers!

Next is <http://www.uncommonhelp.me/articles/conversation-starter-talk-to-strangers-with-ease/> which will expand on the previous article.

Forbes weighs in with <http://www.forbes.com/sites/samanthaharrington/2016/05/17/lady-entrepreneurs-its-time-to-talk-to-strangers/#45d6cf5649bb>

Not to be outdone, Lifehacker offers this advice: <http://www.lifehack.org/articles/communication/10-simple-ways-talk-with-stranger-comfortably.html>

Finally, here is a great list of 100 conversation starters. <http://www.conversationstarters.com/100.htm> My advice is to memorize a few of these so that they are handy when you need them.

Now get out there, talk to strangers and build your network. Who knows, that January listing may come from someone you met and talked to in early December!