

# 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>



## Master these five things to win in your real estate career - Part I - Prospecting

A wise man once told me that if you have to swallow a frog, do it first thing in the morning. That way the rest of your day will be a cake walk!

He, of course, was referring to have to do a task that you don't want to do. Prospecting is one of those things that almost all agents hate to do! Agents hate it so much that they will do anything to avoid having to do it!

That's unfortunate because without a steady source of prospects moving your way you will not have any long term success in our business!

In simple terms, you HAVE to look for business. How you do it is up to you, but the fact remains that you must do it. I co-wrote the California Graduate Realtors Institute course entitled "Money Making Strategies for Success". This is essentially a course on how to make money and



## 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/>

Did someone give you this newsletter? Would you like to receive your own copy by email?

If so, go here to subscribe:

<http://RealtyTechBytes.com/SignUp>

**Please share this newsletter with your friends!**

is heavily weighted on prospecting. When we used to teach it live, I would have agents come up to me at the end of the day (a day spent detailing many ways to prospect) and ask me "So what is the best way to prospect?" There are as many ways to answer that as there are people asking the question. But, there is only one answer that is correct for all people. My answer was always the same, and if you asked me now, I'd give you the answer that I gave them: "It's the way that you will do every day and that produces results". The key part of that answer is Every Day.

This newsletter is derived from my weekly blog at [www.RealtyTechBytes.com](http://www.RealtyTechBytes.com) so I am going to give you a link to every article that I have written on prospecting over the 10+ years that I have been publishing the blog. Please click on it and read every article that comes up.

<http://realtytechbytes.com/?s=prospecting>

There is enough there to keep you reading for the rest of the week! Do more than read the articles though, pick out one or two things that you want to put into place and go for it!

I guarantee that if you find a prospecting method that you actually will do, and do it consistently, that you will make more money.

What are you waiting for? Click this link: <http://realtytechbytes.com/?s=prospecting>