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# TUESDAY TECH TIPS

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A weekly update of real estate related tech news and tips

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## Need a change?

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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

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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 2 - Staying In Touch

Last week I talked about prospecting and gave you a link to 4 pages of articles that I have written on the subject. Did you read them? In case you forgot, here is the link to the prospecting articles:

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

This week I want to talk to you about the second step to mastering this business and that is staying in touch!

It does little good to prospect like mad for new business only to let opportunities slip through your fingers because you did not stay in touch!

This is a relationship business and unless



## 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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you can create lasting relationships with your past, present and future clients, you will lose a lot of business over time.

Like prospecting, there really is no one best way to stay in touch. But, there are many ways to do it, and like prospecting, all you really need to do is to find the way that you will do consistently.

Here is a link to four pages of articles that I have written on the topic:

<http://realitytechbytes.com/?s=stay+in+touch>

Your assignment for this week is to click that link, read the articles and pick one way that you can commit to doing consistently. If you do, I guarantee that you will make more money.

What are you waiting for? Click the link: <http://realitytechbytes.com/?s=stay+in+touch>