



# 5 tips to get more sales next month

Great for both Independent living and assisted living prospects

01



## Strategize

Pick your 10 hottest leads and start strategizing how to help them get unstuck. Pre-tour planning is key!

02



## Home visits

Home visits are a great tool to build trust, connection and explore ambivalence. \*Note: Do not visit them to push a move.

03



## Join them for meals

Bring them a dinner from your community, or invite them to have a meal with you at the community.

04



## Consistent Follow up

Avoid setting tasks for 2 months from now. Follow up consistently, but not just about a move!

05



## Resident focused events

Host a resident referral dinner, resident panel program or a prospect/resident dinner.