



## Monthly Marketing Challenge

**December 2018**

### **Escrow & Sales:**

- 1 Send video messages to your top 25% to appreciate them and ask to set up a PEP meeting. (30 seconds or less)
- 2 Set up PEP meetings with your top 25% to review your 2018 business and discuss enhancing your partnership in 2019. These meetings can be scheduled in December or January.