

## Weekly Tour Agenda

Welcome to the NABOR Blue Ribbon Marketing Weekly Tour!

- Introductions 9:00 a.m.
- Introduction of Sponsor
- Sponsor Spotlight (3-5 minute presentation & door prizes)
  
- Board Announcements by NABOR Staff (printed on back of tour list)
- Education Announcements by Committee Member
- Announcements from the floor (only the sponsoring affiliate is allowed to promote services, etc.)
  
- New Listings: Limit 1 per agent, 7 days or younger (please mention any price reductions or open houses in this category)
- “Seasoned” Listings: Limit 1 per agent (please mention any price reductions or open houses in this category)
- Builder Representatives: Limit 1 per community
- Clients wants/needs
  
- Review tour route (each agent is asked to give a brief description as well as any special instructions such as gate codes, remove shoes, etc.)
- Adjourn 9:30 am

## Tour Instructions/General Rules

- ✓ Agents without a home on tour are encouraged to bring more than 1 MLS Number to showcase in case time permits.
- ✓ Hold on to flyers &/or feedback sheets for dissemination to other agents until we reach the property.
- ✓ Agent (or their appointed Realtor® representative) must be present for the entire duration of the tour.
- ✓ Agents attending all 8 listings on tour, but not having a home on tour, are eligible to receive a NABOR Education Dollar at the final property, redeemable against NABOR education classes.
- ✓ Turn off your cell phone during the meeting unless you are a member of the RPAC \$99 club. If necessary, please be courteous and take your call outside.
- ✓ For details about how to add your listing to the weekly tour please visit [www.naborhome.com](http://www.naborhome.com) and look in the left navigation pane for “BRM Weekly Tour.”

*Thank you for your participation and support!*