

**ANSWER SHEET FOR CALL 11-ASSISTANT-CLOSING SYSTEMS
PART 1**

PAGE 4 – Thoughts on Closing the Deal (the red ones are already written in their workbooks)

1. Pass the baton correctly
2. All deadlines are met
3. Assistant to call your closings everyday
4. Use excellent Affiliates
5. Touch the file everyday
6. Ask for Referrals and Reviews
7. Excellent communication log
8. Assistant to use the agent's name on every call