Possible phone call conversations to have:

Any time of the year:

Personally invite them to an event you’re hosting (this will help at least 2 times per year)

Invite them to a benefit for your favorite charity

Thank them personally for referring a client to you

Happy Birthday!

Happy Wedding Anniversary!

Get better/congrats/check in on something they posted on FB

Tell them about a favorite new restaurant

Call for local events that match their hobbies (5K run, golf tournament,)

Annual review

Inform them of market trends, interest rates lower (manifesting that!)

Do they need a vendor that you can introduce them to?

Did their favorite sports team just make a big announcement or win a big game?

January:

Change filters to lower electric bills and ensure efficiency

Happy New Year – share a favorite quote or inspiring message for the year –

Reminder that they will get a tax bill from the assessor but it will be paid by their escrow account (if escrowed)

February:

Check for peeling paint that could get worse in the cold/snow

Oil garage door hinges and doorknobs that have frozen all winter

March:

Daylight savings – turn back clocks and change smoke detector and carbon monoxide detectors

Fill in bald patches before warmer weather comes, reseed and fertilize your lawn

April:

Schedule maintenance for HVAC before AC is needed

May:

Check the sprinkler system

Clean gutters

June:

Summer is here – the bugs are back – check for pests

Look for stagnant water around your home or in the yard

July:

Check drains to make sure summer storm water runs away from the foundation

Make sure to water lawns thoroughly if they plan to light legal fireworks (if they plan to light off illegal ones, get an invitation to the party)

August:

Deep clean carpets to extend life span

September:

Check and clean exhaust fans in the bathroom, kitchen and laundry room

October:

Hire an exterminator to spray inside and outside. Bugs will look for a heat source as it gets colder

Happy Halloween – announce your pumpkin carving contest 0 best pumpkin gets a prize

November:

Fall back is gone but still need to change your smoke and carbon monoxide batteries

Winterize pipes if they haven’t already

Wish them a happy Thanksgiving in their new home

Share a favorite Thanksgiving recipe

December:

Do windows need to be resealed to keep in heat?

Happy Holidays in your new home

Gratitude call to thank them for being part of your year