



Land 100 Listings

USING EMAIL MARKETING

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01

Why Weekly

In 2007, when I started my weekly email, clients were asking me left and right if I could send them a weekly list of foreclosures. So, I listened and started what has now become my weekly email that hits over 19,000 people, 7,500 of which open it every week that produces 100 deals a year with zero prospecting.

02

100 Listings

I took 100 listings a year for eight straight years as a single agent, and I can tell you that I would never have been able to accomplish that without the weekly email. It builds the pipeline of business for you on autopilot. It proves your dependability, consistency, work ethic, integrity and professionalism at scale. Think about this: If you added 5 people a day to your email database over the course of five years, you would have over 6,000 people getting your custom weekly content. How big would your business be at that time?

I can tell you. You will be one of the top agents in your market closing 50-100 deals a year.



03

4-Week Template System

When I started to teach agents about my weekly email strategy, I realized that most agents had a hard time coming up with the content every week. So, I developed the 4-Week Template System to make things REALLY easy for you.

Week 1: *Market Stats of The Month*

Week 2: *Restaurant of The Month*

Week 3: *Deal of the Month*

Week 4: *News of the Month*

You can grab my 4-Week Templates and see over a year of my personal weekly emails by clicking here:

constantcontact.com/ztd



*Just keep
moving forward*





04 Group Coaching

I offer group coaching calls every week to help you build and multiply your real estate business. I will audit your weekly email, and help you perfect it to make sure you are getting as much engagement as possible.

Join the platform for free with scripts, templates and business planning at zerotodiamond.com



05

Find Property Owners

Looking for property owners in your market who own the exact properties you want to list? REDX is the best place to find them. You can use the platform to get email addresses, cell phones and run ads on Facebook/Instagram directly to them.

[Use this link to get the \\$150 set up fee waived](#)

06

Get To Work



One you realize the power of the weekly email and the snowball of business it creates over the course of your career, you start to see the light at the end of the prospecting tunnel. Now the goal is “how many people in my market can I get into my weekly email machine over the next few years to really blow my business up.”

Once you build the database, you never have to make another prospecting call a day in your life.

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