

Residential Real Estate Council

IN LIEU OF LUNCH

A virtual meeting idea to
engage your membership
while supporting
your local businesses



WHAT IS IT

An opportunity to get members together for a dose of optimism as they break bread together (virtually).



How Often

Host one and ask the attendees how often this should be held. Recommendation is every two weeks or once a month



Questions

To help facilitate the discussion, we've created questions for you to use



Breaking Bread

Encourage attendees to order food from their locally owned restaurants



Support Local

Screenshot the restaurants logos during the meeting and post it to your State's Facebook



Zoom

Use RRC's Zoom account to host your State's virtual meetings

To schedule one please email community@crs.com

QUESTIONS

Serving Clients

- How are you a resource to your clients and community during this turbulent time?
- Are your clients aware of the mortgage forbearance? Do they understand all the implications?
- What new steps or regulations are being taken to protect everyone's credit during this time?
- Are you and your clients aware of the CARES Act? Family Act? Unemployment Act?
- What innovative ideas are you using to keep in touch with both past and current clients?

A New Normal

- How has the threat of contamination changed the way you are doing business?
- If you are showing houses still, what are your best practices for the protection of you and your clients?
- Have you sold homes virtually these past two weeks?
- In order to preserve real estate transactions during this time, are there any addenda or other disclosures you are using as you work with clients (i.e., Hold Harmless Addendum, etc.)?
- Are you aware, in accordance to the CDC, how you should clean a property that has been open to showings and possibly contaminated?
- What new avenues are you using to host Open Houses for new listings?
- What apps are you using in your social media platforms?
- Are home builders understanding of the situation and making any concessions?

Self-Improvement

- How will this crisis make you better?
- What actions are you taking today that will improve your business long term?
- Are you the type of person that does more when you are busy and less when you have all the time in the world? How can you take advantage of having more time to be productive?
- Have you reviewed your business plan and made any changes since our current situation has begun?
- How are you staying motivated and positive?