



## Bonus Material

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**BONUS ACTION:** Not a new tag, but an “Elena Hack” - *Tracking property viewing activity*

**Purpose:** *Follow Up Boss tracks all activity on your RealScout home search website.*

*When someone views a property for sale, this indicates potential motivation. You can use this activity to trigger an automatic email to the prospect and a task to the agent to start a conversation with the lead.*

**Action:** Create an automation to email them immediately and assign the agent a task to call. **Swipe &**

**steal these helpful steps >>** <https://realscout5.followupboss.com/app/automations/public/YHB9NLH39>



