

**KEY:**

Client Type
Subdivision / Location
Price Point
Referral Source
Home Specs
Resource
DTD2
System



TAG	COLOR	COMM PLAN	DEFINITION
A+	Black		Reffered 2+
A	Black		Reffered 1
B	Black		Bough or Sold
C	Black		Sphere not done business
D	Black		Dont know
Year	Black		Year Bought or Sold
Sq. Footage	Yellow		Ex: 1000-1999, 2000-2999, 3000-3999, 4000-4999, 5000+
# Bedrooms	Yellow		
# Bathrooms	Yellow		
Zip Code	Purple		Zip Code
Neighborhood	Purple		Neighborhood
Spouse	Black		Married or Not
Relocation Client	Black		
Relocation Company	Black		
Price Range.	Blue		Example: 100-199K , 200-299k
Realtor	Black		
Lender	Black		
Investor	Black		
Contractor/ Resource	Orange		
Business Owner	Black		
Top 100	Black		
VIP	Black		

COMMUNICATION PLAN

1	
2	
3	
4	
5	
6	
7	
8	
9	
10	