

## Big 3 Check-in Call for Challenging Times

“ Hi Joan,

**How are you and your family right now?** It's a crazy/uncertain time out there and I just wanted you to know I'm thinking of you. It's really important that we all stay connected right now to know we are not as isolated as we may feel. Here are a couple things that I am doing to bring some calm to the chaotic situation we are in...*(fill in your own specific ideas)*

- Taking a few short walks throughout the day to get fresh air
- Listening to a great positive podcast
- Reading an uplifting book
- Making time every day to learn something new that I'm interested in...
- Working on DIY projects I've been putting off

**Can I help you in anyway?** If you need a listening ear, I'm available or I'm making a run to the grocery store/pharmacy this week and I wanted to see if I could pick up anything for you and leave it at your door?

*(If it makes sense in the conversation and real estate comes up, you could have some good news real estate stats to share for their neighborhood or your marketplace in general)*

**I want you to know that you are important to me** and I'm here if you need anything. Let's stay in touch and please don't hesitate to reach out if you have any questions or a need arises that I can help with—and I mean that. Stay well and I'll talk to you soon!

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