



ORANGE PARK MEMBER RESOURCE

Real Estate Connections

For agents, inspectors, property managers, lenders, and the providers who support property decisions.

Put this into practice

- ✓ Identify the stage: preparing to list, under contract, moving in, managing a rental, or planning a renovation.
- ✓ Ask what decision the client faces and the deadline. A referral is better when the member knows timing and property type.
- ✓ Offer a small, relevant network of service options when neutrality or client choice matters; do not imply an exclusive endorsement.
- ✓ Keep inspection findings and transaction information within the client's permissions and professional duties.
- ✓ After the introduction, ask whether the client reached the provider and whether another resource would help.

Use these words

My client is preparing a [property type] for [sale/purchase/lease] by [date]. Do you handle [specific need] in [area]?

With your permission, I can connect you to a professional who handles [service]. You can choose whether to contact them.

Write your own version

My best-fit customer or member: _____

A clear situation that tells me to act: _____

The first step I will take this week: _____



Make it repeatable

Use this page as a short working sheet. Assign a next step before the conversation ends.

Before you share or recommend

- ✓ Does the professional serve the property's location and timeframe?
- ✓ Does any referral arrangement need disclosure under your rules or company policy?
- ✓ Have I kept client documents and inspection details confidential?
- ✓ Have I separated a service recommendation from a guaranteed outcome?
- ✓ Is the client free to choose a provider?

Your next 30 days

- ✓ Week 1: Map the top five service needs at each transaction stage.
- ✓ Week 2: Meet two complementary members and learn their turnaround times.
- ✓ Week 3: Draft a client-approved introduction template.
- ✓ Week 4: Review response times and resource gaps.

Track the outcome

People I contacted: _____ Useful introductions: _____ Follow-ups completed: _____

One thing I learned this month: _____

My next specific ask: _____

These are practical discussion tools, not guarantees of referrals or business outcomes. Respect privacy, obtain consent before sharing contact details, and follow applicable professional rules.