LOPEZ & LOPEZ, REALTORS® · TUCSON NETWORKING ALLIANCE

The Work Starts at 4:31

Five minutes · Tue Oct 13, 2026 · 3:00 PM PT · Long Realty Tanque Verde, 6410 E Tanque Verde Rd · Tyler Lopez

Open — 0:00

Thank Rich: relationships that last. Name the five lessons. "The meeting ends at 4:30. The work starts at 4:31."

Remember, no one notices nothing — 0:35

Cushing Street sign. Martini on her, coffee on my shirt. "I had been waiting for people to notice me. They already had." **HANDS UP** ever handed a name? Keep up if you followed up within a day. *Look around. Smile.*

The easiest money to spend is someone else's — 1:35

A referral spends someone's trust. Answer fast. Can't help? Say so early.

Study people who study people — 2:15

Study each other. **TURN TO A NEIGHBOR** "I'm hoping to meet..." 20 seconds each. *~45 sec, bring back with "Okay."* Then: /tna/people, search by the work.

Never make permanent decisions on temporary emotions — 3:25

Great tonight, busy by Thursday. A busy week is temporary. Put it on the calendar.

Do it. Do it right. Do it right now. — 3:55

PHONES OUT /tna/next-move. 3 people, 1 warm intro, 1 follow-up with a time. Download the reminder. One call this week. Not a text. Own it, give it attention, while the name is warm.

Close — 4:45

"See you at 4:31." Thank you. *Stop. Hand back to Rich.*

The one thing they leave with: a 3 · 1 · 1 plan on their phone (mlslistings.app/tna/next-move) and one phone call this week.

Before: /tna/room on screen, check-in QR up. Running long? Cut the neighbor turn to 30 seconds. Tyler Lopez · (520) 462-6010