

Real Estate company uses business cards in a unique way to drive referrals

## Challenge

A real estate company was looking for a way to have flyers available at open houses but also wanted to leave business cards as a takeaway. They needed an effective solution to ensure customers took the open house flyer while still having easy access to contact information.

## Solution

The real estate company printed Post-it® Custom Printed Notes as business cards and attached them to the open house flyers. This allowed potential buyers to remove the business card from the flyer and reposition it on a computer, refrigerator, or workspace. They took the idea one step further by printing Post-it® Notes as business cards for all their agents, incorporating design variations.

## Results

The real estate company saw an increase in calls and inquiries about open house traffic. They began utilizing the business card notes for additional marketing efforts, including pre-sale documents like brochures and closing paperwork. To further enhance the customer experience, they also used them on thank-you cards and gift baskets to welcome buyers into their new homes.



