

Call Around A Listing #1 (Your's or Company)

1. Hi, my name is _____ with _____.
2. The reason for my call is to let you know that I/we just listed your neighbor's home (a new property) for sale located at _____. It's a _____ bedroom, _____ bath home and is currently listed for \$_____.
3. I was checking to see if you know of anyone that might like to live in your neighborhood (area) that I should contact?
4. OK...thank you. By the way...in the course of marketing this home, we will be attracting additional buyers who will be interested in living in your area. Who can you think of that might be interested in selling their home within the next _____ months?
5. How about yourself...do you have any future plans to buy or sell?
6. Thank you very much for your time. If you happen to think of someone who may be interested, or if you have future plans, please give me a call. I really appreciate it.
7. Again, my name is _____ with _____. Have a great day!

Call Around A Listing #2 (Your's or Company)

1. Hello, my name is _____ with _____.
2. I wanted you to know that I/we just listed your neighbor's home for sale and I'm on a mission to find them a great buyer!
3. The house is located at _____. It has _____ bedrooms and _____ baths and is currently listed for \$_____.
4. Who can you think of that might be interested in living in your area?
5. That's no problem at all! If you happen to think of someone, would you be kind enough to give me a call? I really appreciate it.
6. While I have you on the phone, do you know of anyone else that might be thinking of buying or selling?
7. Thank you...and by the way, how about yourself, when do you plan on moving?
8. Once again, my name is _____ with _____. Thank you again for your time and have a great day!

Call Around Another Company's Listing

1. Hi, my name is _____ with _____.
2. The reason for my call is to let you know that your neighbor's home located at _____ just came on the market for sale (at \$_____)...and I was checking to see if you know of someone that might like to move into the neighborhood?
3. Thank you very much...by the way...do you know of anyone else that might be thinking of selling?
4. How about yourself, do you have any future plans?
5. Thank you for your time. Again, my name is _____ with _____. Have a great day!

Call Around A Sale #1 (Your's or Company)

1. Hi, my name is _____ with _____. The reason for my call is to let you know that I/we just sold your neighbor's home located at _____ (for \$_____).
2. I was checking to see if you know of anyone else in the neighborhood that might be thinking of selling at this time.
3. OK,...thank you. By the way...how about yourself...have you thought about selling?
4. Thank you for your time. Again my name is _____ with _____ and if I can be of assistance to you with any of your future real estate needs, please don't hesitate to give me a call. Thank you and a have a great day.

Call Around A Sale #2 (Your's or Company)

1. Hello, this is _____ with _____. I/We just sold your neighbor's home located at _____ for \$_____.
2. I am always looking for more people who want to buy or sell and I was wondering if you know of anyone that is planning on selling in your neighborhood (area) within the next few months?
3. How about yourself...have you considered making a move?
4. Thank you very much for your time. If you happen to think of someone who may be interested...or if your plans should change...please give me a call.
5. Again, my name is _____ with _____. Have a great day!

Call Around Another Company's Sale

1. Hi, my name is _____ with _____. How are you today?
2. The reason for my call is to let you know that your neighbor's home located at _____ was recently sold for \$_____.
3. Do you know of anyone else that would like to sell within the next 30 days?
4. Thank you...I truly appreciate your time. How about yourself...when do you plan on moving?
5. Once again, my name is _____ with _____. Thank you very much for your time and have a great day!

Qualifying Questions/Getting an Appointment

1. "How about yourself, have you considered making a move?" (YES)
 - How long have you lived at your current address?
 - Where did you move from?
 - If you were to move...where would you go next?
 - And when might that be?
 - So how much time do you have to get your home sold?
2. Let's set an appointment to review a plan for getting you to _____ (getting your home sold) as soon as possible. How does that sound?
3. What day works best for you, _____ or _____ at _____?