

Light House Luxury - Real Estate Calling Script

I. INTRODUCTORY CALL SCRIPT

Good morning / afternoon / evening Mr. XXXXXXXX,

This call is from **Light House Luxury**.

We are a boutique Luxury Real Estate Advisory firm that specializes in bespoke properties in the residential and holiday home space.

We are exclusive partners to the most prestigious developers in the country such as **Lodha, Godrej, Rustomjee, Rahejas, Birla Estates, Piramals** and others.

If you are looking or planning to evaluate a property purchase or investment in **Mumbai** or even holiday homes in **Alibaug, Goa, Karjat**, etc., we can definitely recommend the best options that would be best suited for your requirements.

If you would be interested, we can set up a quick call or meeting and take things further.

Our advisors would be happy to assist you and hope to make your aspirations a reality.

II. FOLLOW-UP CALL SCRIPT 1

Good morning / afternoon / evening Mr. XXXXXXXX,

This is a **FOLLOW-UP CALL** from *[Project Name as per calling sheet]*.

We wanted to check your interest in the project and if you would like any more details or information.

If needed, we can personally meet you for **10-15 mins** to discuss the same accordingly.

III. FOLLOW-UP CALL SCRIPT 2

Good morning / afternoon / evening,

This is a follow-up call to you from *[Project Name]*.

My associate mentioned you were looking for an apartment. Just following up on your interest and if you needed more details, we can schedule a meeting for the same.

IV. SPECIAL OFFER / TIME-SENSITIVE FOLLOW-UP SCRIPT

Good morning / afternoon / evening Mr. XXXXXXXX,

Calling you to discuss a **fantastic investment opportunity** where you can get **discounts and benefits before 31st March** in *[Mention Project Name(s)]*.

Available offers include:

1. **Price increase from April**
2. **Better discounts or values** like Imperia 2
3. **Benefits of payment plans** like Niyara and others – only till 31st March
4. **New inventory** like MICL, etc.

The benefit and discount becomes the hook – limited time opportunity!