

Vacant Land AI Agent Dialogue Flow

Step 1: First Contact (SMS/Email opener)

“Hi {FirstName}, this is Derek. I’m buying **vacant land in {County}** and noticed you own a parcel near {NearestTown}. Would you consider a **cash offer** if it was simple and hassle-free? (If not interested, just let me know. Reply STOP to opt out.)”

Step 2: If they say *Yes / Maybe / What’s your offer?*

Agent:

“Great! To put something together that makes sense, could I ask a few quick questions about the property? Won’t take long.”

Step 3: Qualifying Questions (one at a time, short messages)

1. “Do you know roughly how many **acres or lot size** your parcel is?”
2. “Does it have **road access**, or is it landlocked?”
3. “Any idea if **utilities (water, power, septic/sewer)** are nearby?”
4. “Are there any **back taxes, liens, or HOA fees** tied to the land?”
5. “If we agreed on a fair cash price, what’s the **ballpark amount** you’d want?”

(AI agent pauses after each question, waits for response, then continues. If seller is unsure, agent can say “No worries, we can still move forward.”)

Step 4: Transition to Appointment

If answers show they’re open to sell →

“Perfect, thanks for sharing that. The next step is super simple: we’ll do a quick **15-minute call** where Derek can review your land details and give you a cash range. What’s easier for you—**afternoon or evening this week?**”

(AI agent either offers times or sends Calendly link immediately.)

Step 5: Booking & Confirmation

Once they pick a time →

“Got it! I’ve booked you for {Date/Time}. You’ll get a confirmation from our calendar. If anything changes, just reply here and we’ll reschedule. Looking forward to it!”

Step 6: If they say *Not Interested*

“No problem at all, I appreciate the reply. If you ever reconsider selling your land in the future, feel free to reach out.”

(Mark as No-Interest, remove from follow-up sequence.)

✅ This script keeps messages **short, conversational, and progressive**—so the AI sounds like a real assistant while qualifying the lead and smoothly pushing toward a Calendly booking.

Would you like me to **write this in prompt format** (exact instructions you can drop into your AI outreach tool), so it knows *how* to ask one question at a time and when to escalate to booking?

Is this conversation helpful so far?