

THE ONE-MINUTE PRESENTATION

Hi ... thanks again for having me over ... I'm excited about getting your home on the market ... and getting it sold ...

Do you mind if I take a quick look at your home?

I wrote down three ... real important questions for you ...

1. Do you absolutely have to sell your home? () Fantastic!
2. Will you price your home to sell ... or do you want to keep it on the market for a long period of time? () Great!
3. Do you ... want me ... to handle the sale for you? () Excellent!

All we need to do now is simply ... sign the contract ... so I can help you get what you want ... in the time you want ... won't that be great?

Only close for the signature at the end of the One-Minute Presentation when you have qualified and know the following:

1. **They know you.**
2. **They want to hire you.**
3. **They will list at your price.**