

JUST SOLD CALL SCRIPT

Hi, I'm looking for (their name) ... Hi (their name) ... my name is (your name) with (XYZ Company) ... I just sold a home at (123 Elm Street) right by (recognizable landmark) and I am working with several buyers who are extremely interested in your area that missed out on this property. So, I was checking in to see if you or anyone you know might be interested in selling?

(Repeat what they say back to them)

If yes, then ask pre-qualification questions:

1. Can you tell me why you want to sell the property?

(Moving to Arizona)

2. If it was the perfect situation, when would you like to have the property sold and be in your new home?

(6 months)

3. Excellent, and how much do you owe on the property?

(\$100,000)

And do you have a second?

(No)

4. I would like to stop by and meet with you and view the property. I will be in your neighborhood this afternoon at 4:00 ... or would tomorrow at 1:00 work better for you?

(Tomorrow at 1:00)

5. And will all parties on title be there tomorrow at 1:00?

(Yes)

6. Great, see you tomorrow at 1:00!

If no:

1. I appreciate you taking the time to think about it (their name). Let me ask you this, if you were to move, where would you go next?

(Arizona)

2. Great! And if it was the perfect situation, when would that be?

(6 months)

3. That's exciting! One of the things I do for your neighbors is I send out a quarterly market report. Would you like to receive that via email or regular mail?

4. Great ... and what is your email address?

If still not?

That's exciting (their name), have you ever considered building wealth through real estate?

If no again:

Well (their name), one of the things I do for your neighbors is I send out a quarterly market report. Would you like to receive that via email or regular mail?

(email)

Great ... and what is your email address?