GROW YOUR DATABASE SCRIPT 2

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Hello, (contact's name)! This is (your name) with Luna Realty.

Do you think you have two minutes to... HELP ME... with a problem?

I'm taking a great class today and we're having a competition. I need to get at least ten referrals in the next month in order to win! I was just curious, who do you know from church or work who want to... BUY A HOME, SELL A HOME, or INVEST IN REAL ESTATE... that I could call today?

Great! Thanks for taking a moment to think about this!

If yes:
Would you mind giving me their name and number so I can call them right away?

If no:
Oh, by the way, I'm constantly thinking and looking for ways that I can add value to my past clients and friends. In essence, I am looking for companies that are very consumer-friendly and offer great savings.

Let me tell you quickly about one company that I've been introduced to that is very consumer-friendly. If you know anyone that is refinancing their home loan now or in the future, or decides to BUY A HOME, you should keep their company in mind. They actually give you a one-thousand-dollar credit at closing for a one hundred and fifty-thousand-dollar loan or more, plus they do not charge all those crazy fees like origination fees, processing fees, things like that. There are so many savings. They are really disrupting the mortgage industry and adding value.

Just out of curiosity, is there any other way or need you have where I could be looking that would save you money? A plumber, carpet person, anything you'd like me to investigate for you that might add value to you and all the people I care about?

Great. Thank you, and please keep me in mind and be sure to call me if you hear of someone who is thinking about real estate.