

INBOUND BUYER INTERNET LEAD CALL SCRIPT

Hi, I'm looking for (their name)? (Yes, this is he/she) Hi (their name), this is (your name) with (XYZ Company) and I just received your contact information in regards to buying a home here. Do you have availability this week to look at a few homes? (Yes)

1. Great! And (their name) are you already working with an agent?

(No)

2. How long have you been looking?

(1 month)

3. If it was the perfect situation, when would you like to be in your new home?

(3 months)

4. When we find you the perfect home what price would you like to stay below?

(\$600,000)

5. Fantastic! And have you already selected a lender?

(No)

6. Great! (Their name) I work with an amazing lender here locally whom my clients love. I will have him/her give you a call later today.

(Thanks)

7. Fantastic! Well, based on all of this information the next step would be for us to meet so I can go over the entire home buying process. I have availability this afternoon at 4:00 ... or would tomorrow at 1:00 work better for you?

(Tomorrow at 1:00)

(If they cannot make it to your office, choose a neutral location or meet at their current home)