

Objection Handler #15

The Other Agent Is Cutting His/Her Commission, Will You?

(Their name), I can appreciate the other agent is willing to discount their commission, my concern with that is if they are so quick to discount their own value, what are they going to do when they receive an offer on your home? How strongly do you think they will represent you? I will be in your neighborhood this afternoon to explain the aggressive approach I take to get homes sold. I can stop by today at 4:00.. or would tomorrow at 1:00 work better for you?