

Objection Handler #28

We Want To Try Selling It Ourselves. (ESBO)

(Their name), I completely understand that you would like to try and sell the home on your own. If I could come over today and meet with you for 15-minutes and explain how I can get you more money with you doing less work, or no work at all, Would that be something you are interested in? I will be in your neighborhood this afternoon and I can stop by today at 4:00... or would tomorrow at 1:00 work better for you?