

Current Buyer Check-In Call Dialogues

Call all your buyers at least once a week.

1 **SAMPLE DIALOGUE: WEEKLY CHECK-IN**

“Hello Bruce and Betty. It’s Joe here. Hope all is well in your world.

I’m just checking in with you about finding you a home. You can rest assured, I have my fingers on the pulse of the market.

I’m checking the MLS a number of times each day. I’ve also been marketing to agents in the area to see if any new homes are coming onto the market. We’re leaving no stone unturned.

Thanks for your patience. I know that perfect house is out there for you and we’re gonna find it.”

2 **SAMPLE DIALOGUE: NOTHING NEW TODAY**

“Hi Mr. and Mrs. Jones, it’s Tom. I just wanted to check-in with you to let you know that you are a high priority to me and that I have my finger on the pulse of this market. There is nothing new that has come on the market today. If anything comes up that matches your criteria, I’ll send you an email with a link to the photos and info. I’ll be checking in with you tomorrow!”

3 **SAMPLE DIALOGUE: NEW HOMES ON THE MARKET TODAY**

“Hello Mr. and Mrs. Brown, it’s Rose. I just wanted to check-in with you to let you know there are two new homes that just came on the market. The first one is on 123 Easy Street and the second is located at 345 Easy Street. I’m emailing you a link so you can look at the photos online. If you’re interested in seeing either or both of these homes, give me a call right away and I’ll set up a time to show them to you.”

— Engage buyers with activities! No engagement = no commitment!

