

1. Hi, I’m calling about the home for sale. Are you the owner? \_\_\_\_ Excellent!

2. This is \_\_\_\_\_\_\_\_\_\_\_\_\_\_ with Trend. I work with a ton of buyers in your area…and I was wondering …how can I help you? ( ) Fantastic!

3. Let me ask...how much time will you take...before you will consider working with a professional? ( ) Excellent!

4. Again, my name is \_\_\_\_\_\_\_\_...what is your name? ( ) Hi, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_....

5. So \_\_\_\_\_\_\_\_\_, when you sell this house…where are you going? ( ) That’s exciting!

6. How soon do you need to be there? ( ) OK!

7. How are you marketing your house? (Internet and Sign) That’s great!

8. And how did determine your price? ( ) Fantastic!

9. Did you leave room in your price for negotiations? (A little) Terrific!

10. If I were able to get you the price you want in a timely fashion would you consider selling the hom? ( ) That’s great!

11. Have you heard about the strategies we use to sell homes? ( ) Really!

12. \_\_\_\_\_\_\_\_\_\_, if I could help you get to \_\_\_\_\_\_\_\_\_\_ (*motivation*) ---and net you the money you want to make out of your house…would you consider meeting with me? ( ) Perfect!

13. When would be the best time for us to get together---\_\_\_\_\_\_\_\_\_ or \_\_\_\_\_\_\_\_\_ at 3:00? Excellent!