

Script 2

Hello, and thank you for taking my call. I am _____ with the _____ team at Keller Williams Realty, and I do not list houses. I spend 100 percent of my time working with buyers. So my question is: Since I choose to know all the properties on the market, not just the ones in the Multiple Listing Service, I was wondering if I can ask a few questions?

After you sell your house, where do you plan on moving to?

Great.

If they have already found a home ask if they are in need of a great agent to help them sell their house

Once again, I don't list houses and the person that is the leader on our real estate team is the best listing agent I have ever seen; that's why I chose to join their team. I could talk with him/her and ask them if they would spend some time with you on how to get your house sold in today's market. When could they come by and share some of their marketing techniques? I could see if they could make it _____ or _____.

If they have not found a home

If everything worked out the way you planned, when would you like the move to take place?

Fantastic.

I would like to view your property, if I may, so I could tell potential buyers about it. Also, I may have some properties that would be just right for you and your family. Are you currently contracted with an agent to help you purchase your next home?

Terrific.

Would you be offended if I took some notes on what you are currently looking for? When I come by to view your property, I will bring some addresses and pictures of homes that might interest you.