

Dianna's Door-Knocking Scripts



Scripts

“Hi, I’m Dianna Kokoszka, and I knew you wouldn’t come to the office to meet me so I came out to meet you. I’m doing a quick survey, do you have two minutes to help me? (No pause.) What brought you to choose this area to live? How long have you lived here? Who do you know in the neighborhood who is thinking of selling their house?” (Response)

If they gave a name, she would say,

“Great, would you mind if I used your name when I contact them?”

If they said, “no one,” she would continue,

“Well, thank you for taking a moment to think about that. Do you know anyone from church or work who would like to buy in this area if there is a home for sale?”

When there was a for sale sign nearby, Dianna would say,

“There’s a home for sale in our neighborhood. When I find a buyer, what are some things you like about the neighborhood that I can tell people who are interested?”

As a closing question, Dianna would ask,

“If you were to move, where would you go next?”

“When would that be?”

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AND
DESIGN MY OWN LIFE**