

# EXPIRED SCRIPT

GOOD MORNING MR. OR MRS. SELLER

MY NAME IS \_\_\_\_\_ WITH \_\_\_\_\_ HOW ARE YOU TODAY?

I WANTED TO GIVE YOU A VERY QUICK CALL THIS MORNING IN REGARDS TO YOUR HOME OVER ON \_\_\_\_\_ /// IT CAME UP ON COMPUTER AS A \_\_\_\_\_ LISTING AND I WAS CALLING TO FIND OUT WHEN DO YOU PLAN TO PUT IT BACK ON THE MARKET?

WHEN YOUR PROPERTY WAS FOR SALE, WHERE WERE YOU PLANNING TO MOVE TO IF IT SOLD?

AND I HOPE YOU DON'T MIND ME ASKING, WHAT IS IMPORTANT ABOUT MOVING TO \_\_\_\_\_ ?

AND DID YOU HAVE A TIME FRAME AS TO BY WHEN YOU WANTED TO BE THERE BY?

WHY DO YOU THINK YOUR HOME WAS NOT ONE OF THE \_\_\_\_\_ HOMES THAT SOLD WHILE YOU WERE LISTED?

IF I CAN SELL YOUR HOME IN THE NEXT 30 DAYS OR LESS AND NET YOU WHAT YOU WOULD LIKE TO NET WOULD THAT POSE A PROBLEM FOR YOU?

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TERRIFIC LETS SET AN APPOINTMENT.

THE REST OF THE SCRIPT IS YOUR CREATIVITY AND THAT IS WHY YOU MUST ROLEPLAY DAILY, BECAUSE YOUR CREATIVITY IS WHAT YOU LEARN FROM YOUR PARTNERS.

# Door Knocking Script

Hello I'm \_\_\_\_\_ with \_\_\_\_\_ and we are working with \_\_(#)\_\_ families who are ready, willing, able and quite frankly have a *very* strong desire to move into this neighborhood. As you probably know, virtually everything on the market is already sold! So we promised them we would come out today and talk to you.

If you had to guess (step back, sweeping your arm- point up & down the street) who on your street may be thinking about moving?

Thanks for taking a moment to think about that.

Do you have any friends, family or coworkers thinking about moving?

If you were to move where would that be?

When would you like to be there?

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How many in your database?

How many from your database Know you, Like you, Trust you?

Script:

Hi \_\_\_\_\_ This is \_\_\_\_\_ from \_\_\_\_\_

I feel responsible to help \_\_\_ families this year, Buyers, Sellers, or Investors, to find them a suitable home.

Would you feel comfortable to refer me if I asked for your help?

Because it's not top of mind, can I call to check in each month?

Meanwhile, what can I do to make your life easier?

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Check off how many said:

YES \_\_\_\_\_

NO \_\_\_\_\_