



## **Kourtney's Scripts**

Hi [their first name]- My name is [Agent's Name] Licensed Realtor. You were on our website looking at homes, when are you looking at moving?

**Objection:** Nope- I'm good- are you in a lease right now? When is your lease up? When you were looking, what area were you looking at? When do you feel you will be back at it?

**Objection:** No thank you- I'm just browsing- When they say just browsing- I say what are you browsing in? When are you looking at moving? I'd love to set you up on a search to keep an eye on the market. What is your price point? And then end with asking them if it's okay to follow up with them in ..... Months

**Objection:** I am just looking right now- I bought 2 years ago and am just looking- Ask more questions. What is the reason you are looking at homes, are you looking at up-sizing- downsizing. Any big changes that have happened in the last 2 years. What is holding you back for now.

**Objection:** Wrong name on file- If a male answers and it's a female's name- continue with the script without using the name.

**Objection:** I am waiting for the elections.

### **Notes:**

- Don't use company name- it's an objection right from the beginning.
- Use open ended questions
- Speak with confidence
- Never apologize