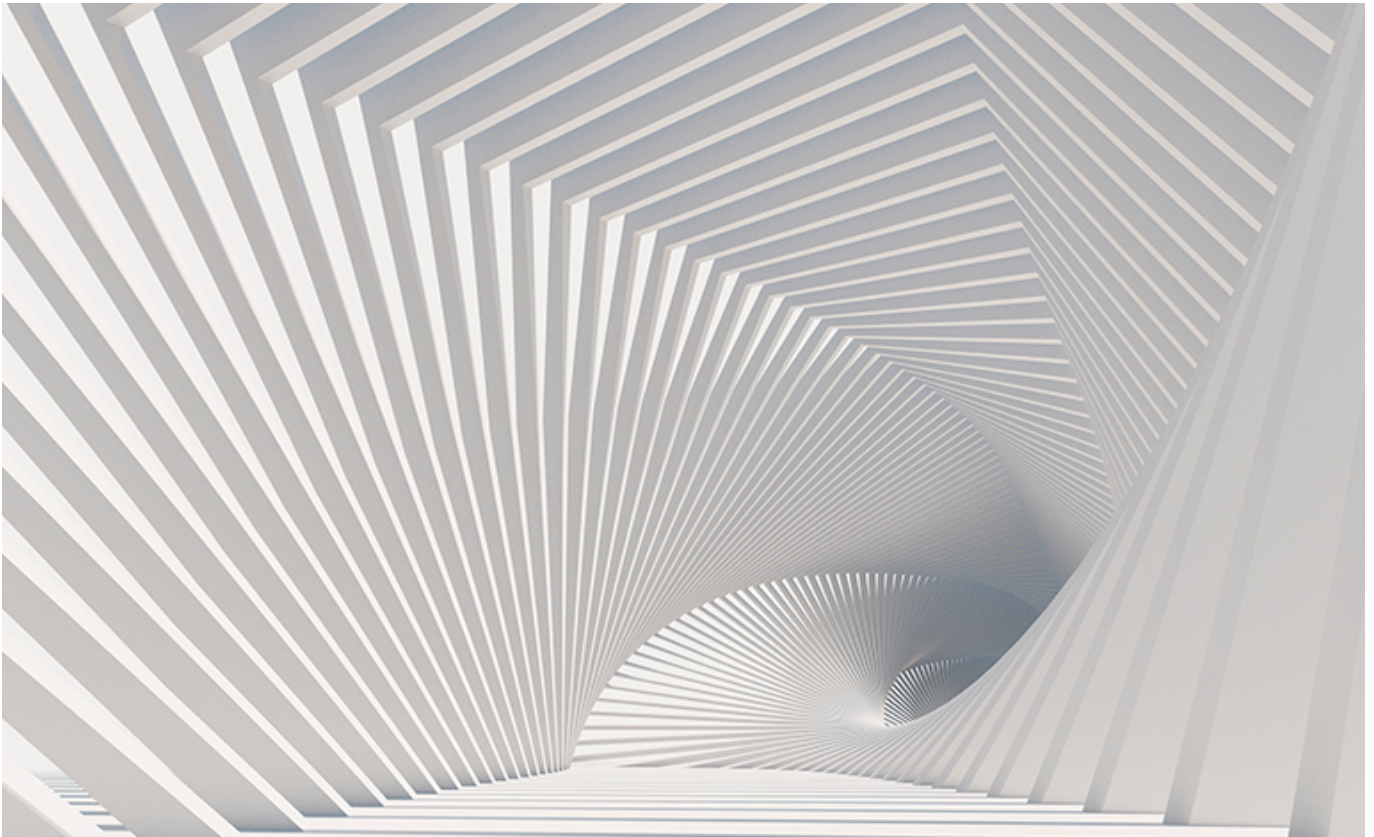


ORGANIC FORMS IN ARCHITECTURE



Heading

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COLD CALL SCRIPT - NEW PETITION

"Hi [Name], [Your Name} here from [Your Company]. We sent you a mail about probate real estate—did you see it?"

YES/NO

"IOkay. I see your [Administrator/Executor] approval hearing is on [Date]. Considering the property at [Address], have you considered your options post-approval?"

YES/NO/EXPLANATION

If the person indicates they haven't thought about it yet:

- "I understand, it's a lot to manage. Many of my clients find themselves in similar situations. I can provide some straightforward options that would maximize the estate's value and simplify your responsibilities. Would you be open to discussing these options further?"

If the person is considering selling the property:

- "That's a significant decision, and it's great you're thinking ahead. I can offer a detailed market analysis and outline a strategy to ensure you get the best possible outcome from the sale. When would be a good time for us to sit down and go over this?"

If the person plans to keep the property:

- "Keeping the property is a big commitment, but it can also be very rewarding. I can help you understand what that might entail, from maintenance to taxes, and how to manage it effectively. Would you like some guidance on how to handle the property moving forward?"

If the person is unsure and seems overwhelmed:

- "It sounds like you're weighing your options, which is completely normal. I'm here to help make this process as smooth as possible for you. Let's set up a time to discuss the potential paths you can take with the property and find the best solution for your situation."

If the person is defensive or not interested in discussing:

- "I completely understand, and I'm here to help, not to pressure you. If you have any questions down the line or need some advice, feel free to reach out. Would it be okay if I check back with you in a few weeks?"

Before we wrap up, I'd like to send you some more detailed information via email.

Could you confirm your email address for me?

Also, viewing the property in person would give us a better perspective on how to proceed effectively. What day next week works best for you for a brief walkthrough?

Thank you for your time today, [Name]. I look forward to sending you the details and hopefully meeting you soon to discuss how we can best handle the property.

Have a wonderful day and feel free to reach out if any questions come up before our visit.

Bye Bye.