

DIALOGUE – DATABASE

Hi ... this is [NAME] with [COMPANY]. I Hope you and your family are well. Do you have a quick minute for me? (Thank you)

1. I was wondering if I could help you with any real estate questions you might have. (Great)

[Examples]

- Are you curious about the value of your home?
 - Do you want to know what is going on in your neighborhood?
 - Do you want to know general market conditions?
 - Is it time to sell your home?
 - Should you be refinancing now?
2. As you know ... I want to be your resource for everything real estate related. Please call me if you ever have questions ... okay? (Terrific)
 3. [NAME] ... my business is based on referrals from great clients/friends/ people like you. So ... before I let you go ... Who do you know that needs to buy or sell a home now or in the near future? (Excellent)
 4. Can you think of anyone from your office, neighborhood, family or church? (Super)
 5. I appreciate your help and if anyone should come to mind please don't hesitate to call me!... Thank you.

[This dialogue is meant to be used somewhat loosely. You will be calling your Past Clients/Center of Influence four to six times per year, alter the dialogue when necessary.]