



PREP Worksheet

PRACTICAL REAL ESTATE PRACTICES

Open House

Prepping for Open House

1. Open House Posted on MLS
2. Open House Sign in Front of house on Wednesday and
3. Directional Signs out on Friday (no takes them after 4ish)
4. Saturday Morning Post "Open House to Social Media"
5. Do the "Five-Ten-Five" on Saturday (Sunday at the latest)
6. Sunday show up min 15mins early

Door Knocking Script

"Hello, I'm _____, I'm the agent selling _____. I'm holding the home open _____, I just wanted to introduce myself and invite you or anyone who may be interested in coming by"

Open House Tips

1. Let people get comfortable before "attacking" them
2. Ask for the sale... every time, "Do you love it? Do you want to buy it?"
3. If no, Listen and come from curiosity...TO FIND VALUE!
4. Set an appointment
5. Fulfill the value found,... "I'll send you what's available before we meet on (appointment time)"

My Notes: