

## **BOLD - START EACH CALL WITH THIS SCRIPT**

Hello, thank you for taking my call. This is \_\_\_\_\_ with The Pulciani Group at Keller Williams Preferred Realty. I'm certain that by now you know your house has shown up as an expired listing on our Multiple Listing Service, and undoubtedly I am calling to see when you plan to ... HIRE THE RIGHT AGENT ... for the job to ... SELL YOUR HOUSE?

or

Hello, thank you for taking my call. This is \_\_\_\_\_ with The Pulciani Group at Keller Williams Preferred Realty. Your house has shown up on our Multiple Listing Service as an expired listing. Since I specialize in houses that didn't sell the first time, I was wondering when we could ... GET TOGETHER ... for 15 minutes so I could show you how I ... GET HOUSES SOLD.