

GROW YOUR DATABASE WITH REFERRALS

Hello, _____ (contacts name)! This is _____ with the Pulciani Group at Keller Williams Preferred Realty.

Do you have two minutes to ... HELP ME ... with a problem?

I'm taking a great class today and we're having a competition. I need to get at least ten referrals in the next month in order to win! I was just curious, who do you know from church or work who wants to ... BUY A HOUSE ... SELL A HOME ... or INVEST IN REAL ESTATE... that I could call today?

Great! Thanks for taking a moment to think about that.

If yes

Would you mind giving me their name and number so that I can call them right away?

If no

Who do you know who might know of someone who wants to ... BUY A HOME ... SELL A HOME... or INVEST IN REAL ESTATE ... that I could call today?

And if you think of anyone in the next month, be sure to ... CALL ME ... immediately!