

The Top 10 Best Scripts

The World's Greatest Follow Up Script:

I just want to make sure I'm not dropping the ball on my end...

The World's Greatest Closing Script:

Are there any other questions before we get started on the paperwork?

At what price would this be a great deal for you?

If spending thirty minutes with me could save you hours of time and thousands of dollars in your home search, would that be of benefit to You?

I enjoyed talking with you today. To be honest, I'm not sure if I can be of help to you or not, but I would love to meet to find out. Would that work for you?

Mr/Mrs _____, you and I don't get to choose the price your home will sell at, the market does.

If you choose to over-price your home, we will get fewer showings, and may not get any offers at all.

Objection: We are just looking right now . . .
That's good to hear. How many homes have you looked at So far?

Objection: Our credit isn't good enough yet . . .
Ok. I understand there are many people who don't think they qualify - do you happen to know your credit score, because our lender has quite a few programs for people with less than perfect credit?

Objection: We aren't ready to work with an Agent yet . . .
I understand you are not ready yet. Do you have a specific timeframe for buying in mind?