



Hi, is this _____?

My name is _____. I am a local Real Estate Professional, how are you doing today? Great!

Well the reason for my call is that I saw your property came off the market and I wanted to find out if it is still available or if it is actually sold.

When will you be looking to ... HIRE THE RIGHT AGENT... for the job to sell it? Fantastic!

We specialize in selling homes that didn't sell the first time AND I was hoping you'd be free to ...get together...for about 15 minutes to talk about why your home didn't sell and what needs to happen in order for it to sell at this point.

Which usually works better for you, weekdays or weekends? Mornings or Afternoons? 2pm or 6pm?

(if too soon of a close - Ask questions)

Do you still NEED to sell your home?

May I ask where you are moving to?

How soon do you need to be there?

Why did you first put your home on the market?

Mr./Mrs. _____ Why do YOU think that your home didn't sell?

How did you go about choosing the last agent you listed with?

What did the agent do that you liked the best?

What do you feel that they should have done? Minimum Standard, right, get the house sold?

I'm sure that your agent worked really hard to get your home sold ... Right? I bet they even did everything they know how to do to get it sold ... wouldn't you agree? And yet, it just didn't happen ...

You know, I'm convinced it's not for a lack of effort. You know, it's more likely in the approach. You simply need a different approach and that's exactly why we need to get together. When would be better for you? _____pm today or _____am tomorrow?