



- **I am going to stay with the same agent:** I understand. If you stay with the same agent, what are they going to do this time that they didn't do last time?
- **If the seller tells you they are taking their listing off the market for a while:** If I were to sell your home in the next 30 days...would that pose a problem for you?
- **If the seller tells you that they are obligated to relist with the same agent because the agent sold them their home:** That could have been the problem. It sounds like you listed with a buyer's agent instead of an effective listing agent.
- **If the seller tells you they are only interviewing agents who showed their listing when it was listed:** Do you want to list with agents who only show apartments or with agents...like me... that actually sell them?
- **If the seller tells you they only will list with an agent that discounts their commission:** How did that work out for you?
- **If the seller tells you to call them back in three weeks:** I can call you back in three weeks, but wouldn't it be better if I could actually get you in contract in three weeks instead?
- **If the seller tells you that they are tired of listing their home with agents that lie and don't do anything they say:** How do you think I feel? I have to work with them every day! However, some of us are very good at what we do. Let me restore your faith in RE agents.
- **If the seller asks you why you didn't show or sell their listing when it was on the market:** In order to sell a home once, you need to sell it twice, May I explain? Agents sell the house to other agents and to their clients and quite frankly your agent never sold it to me. That is what you want, right? It is one the things I do differently than other agents and I'll be happy to meet to go over it in details.



- **If the seller is nasty and hangs up on you, call them back the next day and say:** I am sorry that I caught you at a bad time yesterday. Let's start over.