

# EASY Listing Scripts to WIN ON THE PHONE

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**These are 4 Questions that you can ask on a phone call with any lead (Cold Lead, Nurture Lead, SOI etc)**

After Building Rapport on the phone you can ask questions in this order

Question # 1: Are you living in your ideal home or dream home now?

Then shut up and listen to hear what is the reason they may consider selling or discomfort with current home.

Question # 2: Have you had any thoughts of selling?

Depending on what they say you can add in a question like, Any thoughts of trading up and trading down?

Question #3: With the incredible buyer demand and two few great homes on the market, at what price would you become a seller or at what price would motivate you too?

Question #4: Do you know anyone who's thinking about selling?

Phone is always the BEST WAY to have these conversations.

However, you can follow up with ghosted leads or leads you haven't spoken with a VIDEO TEXT or Text Message:

Make it a quick video or text:

Hello! My name is \_\_\_\_ and I'm working with \_\_\_\_\_. With the tremendous increase in buyer demand and few great homes, I have to ask you, at what price would you become motivated to become a seller? If you're not living in your dream home right now, let's find a time to talk about how we can make it happen.

If you want to be great in your Business just talk to more people. He or she with the most conversations WINS!

Challenge: If you have 10 conversations daily (50/Week) for the next month you will definitely have listing(s) next month

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