

# THREE SCRIPTS FOR EVERYDAY CONVERSATIONS

► EVERY AGENT SHOULD HAVE



Script One: # 1 question that a real estate agent gets asked 30-100 times per month.

Consumer: How's the Market or How's the Business?

Agent: Great, but It depends on if you are looking to buy, sell , invest or rent. Which one are you curious about?

Script Two: Working with Sellers and Prospecting

Agent Questions to Ask?

- Are you living in your dream home right now?
- With everything happening in the market, have you had any thoughts of selling?
- With the tremendous increase in buyer demand and few great homes for buyers to buy today, I have to ask you, at what price would you become motivated to become a seller?

Working with Buyers and Asking for the Sale!

Script Three: Once you have asked enough trial closes and feel the home meets the 80/10/10 Rule you MUST ASK THE CLIENT TO PURCHASE.

- (80% you love, 10 % you an change, 10% you can deal with)

Agent Script: Based on your wants and needs or based on everything we have discussed, "I SUGGEST" we look at the comps in the area and stargaze the best offer for your situation.

Stop Talking and wait for the client to give feedback.

THE  
SCOFIELD  
GROUP

