Just Listed Script

Hi, my name is _____ with _____. I\(my company) just listed a home for sale over on _____ … it has ____ bedrooms and ____ baths … and it's listed at $ _____ …

And I was wondering … who do you know that would like to move into our area? ( ) Fantastic!

I appreciate you taking the time to think about it … tell me …

1. When do you plan on moving? ( ) Terrific!
2. How long have you lived at this address? ( ) Great!
3. Where did you move from? ( ) Good for you!
4. How did you happen to pick this area? ( ) Excellent!
5. If you were to move … where would you go next? ( ) That's exciting!

6. And when would that be? ( ) Fantastic!

7. Obviously … you realize it could take 1 to 3 months in this market to get a home sold … did you know that? ( ) Terrific!

8. So … my question is … do you have to be sold in 1 month … or do you want to start selling at that time? ( ) Wonderful!

9. Fortunately … to get you one step closer to LA… all we need to do now… is simply set an appointment … so I can help you get what you want … in the time you want … won't that be great? ( ) Fantastic!

10. Which would be better for you … Monday or Tuesday at 4pm?