

Already has an agent objection script

Buyer: I'm already working with an agent.

Agent: Is it a personal or professional relationship?

Buyer: Personal or professional...

Agent: Do you have an exclusive agreement signed to work with them?

If "No" follow the next few lines.

Buyer: No.

Use this as the opportunity to sell your value.

Agent: Great! Well Zillow chose me to work this area because I'm a top agent in this market. I'd love to schedule a time to show you this property but all I ask is that if you and I connect when we meet then you'd give me the opportunity to work with you moving forward.... is that fair?

Buyer: Yes.

Agent: Perfect. Would you like to schedule a time to see this property today or tomorrow? (always give them two options when scheduling a showing)

If "Yes" on "Do you have a signed agreement to work with another agent?"

Buyer: Yes.

Agent: Since you have a signed agreement to work with your agent, I'd suggest you reach out to them directly so that they can schedule a time for you to see this property.

Buyer: Ok.

Agent: If you do decide to work with someone else in the future, I'd be more than happy to help you. Have a great day!