



Choose one of the following

OFQ

John, Justen Martin with Banana Real Estate, you may or may not have had a chance to look at the email I sent you yesterday. Did you receive it?

Assumptive Language

John, Justen Martin with Banana Real Estate, I assume you did not have a chance to look at the email I sent yesterday?

If the person is a friend, past client, or acquaintance, you can remove the personal introduction and replace it with an icebreaker.

OFQ

John, I am glad I got a hold of you. You may or may not have had a chance to look at the email I sent you yesterday. Did you receive it?

Assumptive Language

John, I am glad you answered, I assume you did not have a chance to look at the email I sent yesterday?

Responses

Well, knowing that you have not seen it yet, do not worry about reading through it. Just curious, though, what is your understanding of what is happening in the housing market for people like you who are (renting/owning)?

Knowing that (*summary close*sharing what they shared with you) and my goal of always making sure to add value as a real estate professional, in your experience, what would be of value or usefulness to you in my future emails and updates?