



New Agent - Calling Sphere Scripts

SCRIPT 1 "Checking In & Sharing News"

You:

"Hey [Name], how are you doing? It's been a bit since we caught up, how's everything going with [family/job/kids/etc.]?"

(Pause, let them respond)

"I've actually got some news, I just joined Idaho Life Real Estate as a real estate agent! I'm super excited to be helping people I already know and trust as I get started."

"I'm not sure if this is for you, but if you ever need anything real estate-related, contractor recommendations, home value info, or just market updates, I'd love to be your go-to resource."

Ask:

"Just out of curiosity, do you know anyone who's talked about moving or investing lately?"

Close:

"If I text you a quick blurb with my info, would you mind saving me in your phone in case something comes up?"

SCRIPT 2 "Neighborhood Conversation Starter"

You:

"Hey [Name], how's everything going? Have you noticed how many homes have been selling around [Neighborhood or City] lately?"

"I've been keeping an eye on it because I just started my career in real estate with Idaho Life Real Estate. It's been really interesting seeing how much the market has shifted even in the last few months."

Bridge:

"I'm building my business by helping people I already know, no pressure, just being a resource. Would you be open-minded if I sent you a quick market update for your area?"

Ask:

"And just out of curiosity, who do you know who's mentioned buying or selling lately?"

SCRIPT 3 “Catch-Up Call + Soft Ask”

You:

“Hey [Name], it’s [Your Name]! How have you been? I was just thinking about you and figured I’d check in.”

(Pause, let them respond)

“I also wanted to share something, I just got into real estate with Idaho Life Real Estate. My goal is to help friends first, whether that’s sharing local market info, helping find contractors, or just being a resource.”

Ask:

“If you ever hear someone mention real estate, would you think of me? I’d really appreciate that.”

Close:

“And if I send you a short text with my contact info, would you mind saving it?”

SCRIPT 4 “Short Voicemail or Text Option”

Voicemail:

“Hey [Name], it’s [Your Name]! I just wanted to let you know I’ve joined Idaho Life Real Estate and I’m officially in real estate. I’d love to be your go-to person if you ever have housing questions or need a quick value check. I’ll text you my info, save me as [Your Name – Real Estate]!”

Text:

“Hey [Name]! Exciting news! I just started my real estate career with Idaho Life Real Estate! I’m here to help friends first, so if you ever need a contractor, market update, or price check, I’ve got you covered. Who do you know that’s been talking about moving lately?”

SCRIPT 5 “Reconnection & Gratitude”

You:

“Hey [Name], how have you been? I’ve been meaning to call, it’s been too long! How’s life?”

(Pause)

“I wanted to share something exciting, I’ve started a new chapter in real estate with Idaho Life Real Estate. I’m building my business through people I trust, so even if you’re not planning to move, I’d love to stay connected and be a resource for you.”

Ask:

“Just out of curiosity, do you know anyone who’s talked about buying or selling lately?”

Close:

“I’ll send you a quick text with my contact info — would you mind saving it? I’d love to stay in touch.”