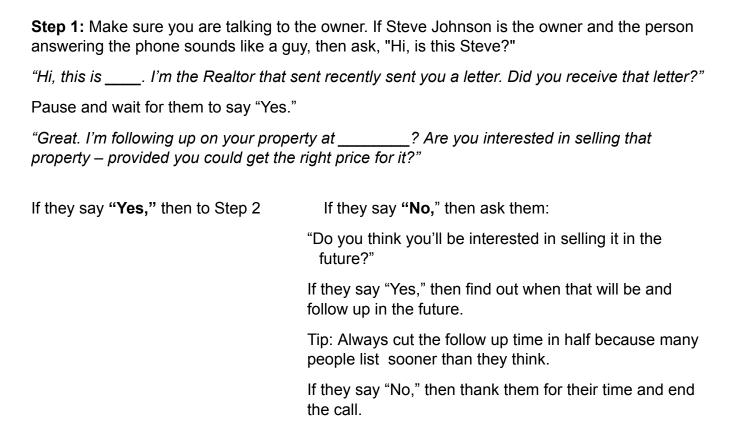
General Seller Call Script



Step 2: "Excellent. I'd like to meet with you at the property sometime and show you my marketing strategies and how they can help you get top dollar for that property. When is a good time that we could meet and do that?"

If they say "Yes," then schedule the appointment. After that, get more information to help you prepare for the appointment. Ask the following questions and note the answers.

- "If you were to sell, how soon would you want to sell the property?"
- "What is the reason you are considering selling this property?"
- "Do you have any idea what kind of price you want for the property?"
- "Can you tell me a little bit about the property?"

If they say "No," then try and handle their objection and schedule the appointment. There are so many different ways to handle objections that I can't handle them all here. But, if you're persistent, many people will meet with you... and list with you!