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Wait For Prospect To Respond

~ "Hey, this is Jamie. I um, work with {metadata.brokerage} here in {metadata.city}. I just saw that you were potentially interested in purchasing a home in the next few months, and you had requested some info through Facebook. I know you're busy so I wanted to get just a few quick questions so we can help you, and set up a time to chat further. Would that be ok?"

Wait For Prospect To Respond

~ "Awesome, I'm happy to help. Well it um looks like you were interested in, a nice single family home yeah? How many bedrooms and bathrooms were you looking for?"

Wait For Prospect To Respond

~ "Ok great. We can definitely help you find something like that. Now, did you have a specific price point or a budget that you wanted to stay within?"

Wait For Prospect To Respond

~ "Perfect, that's great. If you don't mind me asking, is this the first home you've purchased? Or what prompted you to start looking for a new home?"

Wait For Prospect To Respond

~ "Awesome. Well it's a very exciting process and we'll be here to help every step of the way. Now um, it's totally ok if you haven't but I just wanted to check... Assuming we found something you loved, would this potentially be a cash purchase? Or have you already talked with a mortgage lender about what you're pre-approved for?"

Wait For Prospect To Respond

~ "Perfect. Now I just want to make sure. Have you already signed a contract to work with another real estate agent?"

Wait For Prospect To Respond

~ "Great! Now, again, it's totally ok if you haven't, but have you found any homes that you liked enough to go take a look at right now? Like any specific property?"

Wait For Prospect To Respond

~ "Ok awesome. I'll let our agents know. So tell you what I'll go ahead and do. I'm going to set up a custom home search with the criteria you gave me. And you can start seeing all of the homes instantly as they hit the market. I'm also going to have one of our lovely agents meet with you over zoom to refine your home search and also go over a couple of resources that we'd like you to have as you're preparing to start browsing properties. Fair enough?"

Wait For Prospect To Respond

~ "Ok great. We have availability over the next couple of days, but can work around your schedule. When would be a good time to meet over zoom?"

Wait For Prospect To Respond

~ "Perfect. I've got you down for that time. Now, I just want to make sure, you will definitely be able to make that time? Like you'll 100% be there? I just want to make sure it's convenient for you."

Wait For Prospect To Respond

~ "Ok great. Thanks so much for confirming and I really appreciate all of your time today! Please let us know if you have any other questions, otherwise our agent will look forward to chatting during our buyers consult. Have a great day!"