

## Circle of Influence and Past Client - I have a Goal Script

1. Hi, this is your Realtor \_\_\_\_\_... Do you have a minute for me?
2. I have a goal to help \_\_\_\_\_ families in the next 90 days buy or sell a home here in \_\_\_\_\_(city/town) and I was wondering if you know of anyone I could help?
3. Can you think of anyone ... in your (church group, family, neighborhood, or office) ... that may need my services at this time?

If yes...

4. Would you mind if I gave them a call?
5. By the way ... when do you plan on moving?

If no...

4. I appreciate you taking the time to think about it...tell me...when do you plan on Moving?
5. Thank you again for taking my call and I appreciate you keeping me in mind when you think Real Estate!

Please make sure to abide by all state, local, Do Not Call and Telephone Consumer Protection Act laws.

Script Courtesy of Glover U