READ FIRST: THIS TEMPLATE IS VIEW ONLY. YOU MUST DOWNLOAD THE SCRIPT BY CLICKING “FILE” IN THE TOP LEFT, AND DOWNLOAD THE SCRIPT TO EDIT.

TO REQUEST A SCRIPT CHANGE ON YOUR ACCOUNT, **VISIT THIS FORM**

START SCRIPT/

Wait For Prospect To Respond

~ "Great, this is Jamie. I um, work with {metadata.brokerage} here in {metadata.city}. You had actually spoken briefly with us before your home was listed. But, yeah, I believe you originally wanted us to put together a valuation report but we never actually got connected to review it. Figured I'd try to pick the convo back up again. You haven't had the chance to see what it's worth right now have you? I think you might be really surprised.”

Wait For Prospect To Respond

~ "Awesome, well I'd love to get one of our agents to help with that and get you a fresh report. The good news is that since we talked last, I think your home has probably gone up in value quite a bit. Assuming the time ever comes, did you have your own number in mind that you'd ideally like to get for it if you sold?"

Wait For Prospect To Respond

~ "Ok great. And if you don't mind me asking, was [insert their previous response] based on comparable sales in the area you had seen? Or was that sort of ya'know, the number that would just justify a good return on your investment?"

Wait For Prospect To Respond

~ "Perfect, either way that's great! Now just so I can have it for our notes, is there anything that you've done to the home as far as upgrades that you feel should be considered in the value of your home? That could be things like new appliances, remodeling of any kind, maybe a new roof or..."

Wait For Prospect To Respond

~ "Ok great, I'll make sure to let the agent know. Now on the flip side, and it's totally ok if there is, but do you feel like there could be anything that might impact the value of the home negatively, like any repairs you feel should be made before you were to sell it? And I should preface that I'm typically talking about something major, like, I wouldn't be too worried about needing some new paint or things like that."

Wait For Prospect To Respond

~ "Ok great. On a total side note... I'm just curious, when you had originally requested the property valuation, what had gotten you interested in that? Like, were you considering a move at the time or..."

Wait For Prospect To Respond

~ "Ah got it, I totally understand. I really appreciate you sharing all of those details with me. Well, tell you what I'll go ahead and do. I'm going to have one of our lovely agents put together that valuation report, and then schedule a time to quickly review it with you and go over any other details they think might affect the sales price. Fair enough?"

Wait For Prospect To Respond

IF THE PROSPECT RESPONDS YES, THEN YOU MUST SAY: ~ "Ok great. They have availability later today or tomorrow, but of course they can work around your schedule. When would be a good time for them to swing by for maybe 10 or 15 minutes and review that with you?"

IF THE PROSPECT SAYS NO, THAT THEY'RE NOT READY, OR ANOTHER TIME WOULD BE BETTER, THEN YOU MUST SAY: ~ "Ok sure, no worries at all. Let's just stick with a quick zoom call, would that be ok?"

Wait For Prospect To Respond

~ "Perfect. When would be a good day and time for you?

Wait For Prospect To Respond

~ "Awesome, 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 should one hundred percent 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! I'll make sure the agent starts putting together your home valuation and has all of our resources put together for you during your appointment. In the meantime, do you have any other questions for me?"

Wait For Prospect To Respond

~ "Wonderful, we'll look forward to talk to you soon. Have a great day!"

END SCRIPT /