

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.

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START SCRIPT/

Hey {prospectname}?

Wait For Prospect To Respond

~ "Yeah hey! This is Jamie with {metadata.brokerage} here in {metadata.city}. I saw you had requested some information on getting a cash offer on the home you had listed for sale on {metadata.address}. I understand it expired on the MLS. Have you already re-listed it?"

Wait For Prospect To Respond

IF THE PROSPECT SAYS THE HOME IS BACK ON THE MARKET, OR THAT THEY ALREADY HAVE AN AGENT YOU MUST SAY THE FOLLOWING THEN END THE CALL, DO NOT CONTINUE THE REST OF THE SCRIPT: ~ "Ok great, congratulations on getting it re-listed. We'll submit any offers through your agent. Have a great rest of your day!"

IF THE PROSPECT SAYS NO, OR THEY HAVEN'T RE-LISTED IT, OR THEY WERE GOING TO RELIST IT AT A LATER DATE, YOU MUST SAY THE FOLLOWING AND CONTINUE THE SCRIPT: ~ "Great! I wanted to make sure you got the cash offer we sent over to you. Our buyer, Mr Bin just sent me your home, and he wanted me to submit his cash offer. Did you get it?"

Wait For Prospect To Respond

IF THE PROSPECT SAYS NO, YOU MUST SAY: ~ "Oh, I do apologize, I must not have the right email... Where would you like me to send it?"

IF THE PROSPECT SAYS YES, YOU MUST SAY: ~ "Ok great! Well tell you what we'll go ahead and do. We'll swing out to review the offer with you and take a quick walkthrough so we can see the property if you don't mind. Shouldn't take more than 15 minutes. Fair enough?"

Wait For Prospect To Respond

~ "Ok fantastic. Well, we have some time later today or tomorrow, but of course we can work around your schedule. When would be a good time to stop by?"

Wait For Prospect To Respond

~ "Ok great. Now I just want to make sure. You'll definitely be at the property at that time? Like you can 100% be there? I just want to make sure that time is convenient for you."

Wait For Prospect To Respond

~ "Great. Well. I'm really excited to hear how your meeting goes and most importantly to see you get your home sold. So that being said, everything is good to go over here. Do you have any questions for me in the meantime?"

Wait For Prospect To Respond ~ "Wonderful. Well we'll talk to you super soon and I hope you have an awesome rest of your day! Bye for now."