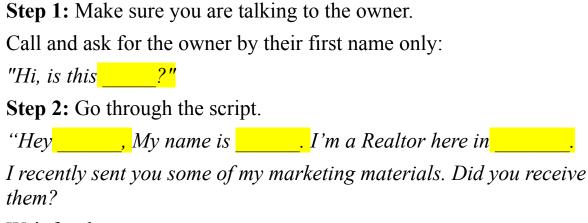
## **New Expireds Call Script**



## Wait for them to answer.

I'm sure if I looked at your home, I could come up with a few ideas on some things that could be done differently with the marketing to get more buyers interested in your house... and get it sold.

Would you mind if I stopped by sometime and took a quick look at your home?"

## Wait for them to answer.

- If they are agreeable, continue to step 3.
- If they aren't agreeable say: "Are you going to be putting your home back on the market sometime in the future? (Try and determine if you should follow up.)

**Step 3: Set up an appointment.** "What's a good time that I could stop by and take a quick look at the home?" (Schedule the appointment!)