DON’T USE 1,000 WORDS WHEN 50 WILL DO

(Mixed dialog)

“Have I done enough today to earn your business?”

“Are you researching buying or selling today?”

(At Open House)

“When selecting an agent will you be making a decision based on things they can control or can’t control?”

“It is the process not the promise of a price that will get your home sold for and incredible figure”

“My service is free of charge until I sell it for a figure you’re happy with”

“Thank you for that offer but that price level has already been tested and unlikely to be accepted. If the owner was to say no, what would your next offer be?

“At the moment you are ON the market not IN the market”

“It’s not about how long you’ve been ON the market it’s about how long the buyer has been IN the market”

(Great for early offers)

“Would you prefer I tell you what you need to hear or what you want to hear?”