

## FSBO SCRIPT

1. Hi, I'm calling about the house for sale. Are you the owner? (Yes.) Great!
2. This is \_\_\_\_\_ with \_\_\_\_\_. I work with a lot of buyers and sellers in your area...and I was wondering...how can I help you? ( ) Great!
3. Let me ask --how much time will you take-- before you will consider--hiring a strong agent for the job of selling your house? ( ) Excellent!
4. By the way, my name is \_\_\_\_\_ what is your name? ( ) Hi, \_\_\_\_\_
5. So \_\_\_\_\_, when you sell this house...where are you going next? ( ) That's exciting!
6. How soon do you need to be there? ( ) Excellent!
7. Why did you decide to make the move...? ( ) Terrific!Ouch!
8. How would you rate your motivation to--sell your house--high, medium, or low? ( ) Good for you!
9. How are you marketing your house? (Internet and Sign) That's great!
10. How did determine your price? ( ) Fantastic!
11. Did you leave any room in your price for negotiating with a buyer? (Within reason.) Terrific!
12. Why did you decide to market the house yourself... rather than hire a professional agent? (Save the commission.) That makes sense!
13. If you were to --hire an agent... who would you use? (None in mind.) Fantastic!
14. (If they have someone) How did you choose that agent? ( )
15. If you were to--hire an agent--what would you expect from them? ( ) That's great!
16. Have you heard about the strategies I use to sell homes? ( ) Really!
17. \_\_\_\_\_, if I could help you get to \_\_\_\_\_ (motivation) --and net you the money you want to make out of your house... would you consider interviewing me now? ( ) Perfect!
18. When would be the best time for us to get together-- \_\_\_\_\_ or \_\_\_\_\_ at 3:00? Excellent!

# Fsbo Script Kevin Ward

**E Durkheim**



**Fsbo Script Kevin Ward:**

## **Fsbo Script Kevin Ward** Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has are more apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "**Fsbo Script Kevin Ward**," written by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound affect our existence. Throughout this critique, we shall delve to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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