

2-MINUTE LOW INVENTORY SCRIPT

Courtesy of Coach Alyssia Essig

Watch the TF Live Webinar “What it Takes to Follow-Up” with Alyssia Essig



2-Minute Low Inventory Script

Alyssia: Hey it is Alyssia Essig with Banana Realty. How are you during?

Client: I am Great! How are you doing?

Alyssia: I am doing good. Do you two minutes for a quick business call?

Client: Sure.

Alyssia: Not sure you have heard, but we are in a historically low inventory of available homes for sale. I am calling all my favorite people to see if you know anyone who has thought of selling their home.

Alternate:

- I am calling my favorite people to see if you know anyone who has thought about downsizing.
- I am calling all my favorite people because I have buyers who are wanting to buy, sellers who want to sell, buyers who cannot find houses, and houses who can't find buyers. Do you know anyone who is looking to move?
- I am calling all my favorite people to see if you know anyone needing a bigger home.
- I am calling all my favorite people to see if you know anyone who is retiring or about to retire who may be looking to downsize or move to a different location.

Client: No, I cannot think of anyone right now.

Alyssia: That is ok. I probably caught you off guard. I do not want to take a lot of your time, but can I ask you a couple of favors?

Client: Sure!

Alyssia: Can I send you an email with the neighborhoods I am looking for inventory in?

Client: Sure!

Alyssia: Great! Is your email still _____?

Client: Yes, it is.

Alyssia: You follow me a social media, right?

Client: Yes, I do!

Alyssia: Can you share my real estate posts? It would mean a lot. You never know. You might not know of someone looking to buy or sell continuously, but someone on your social media feed may know someone who might be thinking of buying or selling. You sharing my real estate posts is like you giving me a referral.

Client: Sure! I would love to!

Alyssia: Great! I would love to see you when things calm down. Lets plan something.