

## Script for Internet Buyers

Courtesy of Mary Bartos, CEO of the Bartos Group of Premiere Plus Realty.

Use this script to connect with internet buyers or create your own using Mary's ideas.

Remember that your intention from the call is to set the appointment.

- Hi (Lead Name) ...this is (Agent Name) with the Bartos Group at Premiere Plus Realty. I am just following up as I remember you were looking for property some time ago...
- Have you purchased a new home yet?
- (If yes, ask where they purchased and wish them good luck.)
- (If no) (Lead Name) Are you still looking to buy (or own a new home)?

(If no)

- If no... Can I ask (Lead Name)...What happened? (Find out why they are no longer interested in buying/owning)

(If yes)

- Great, what types of property do you like best ... Condos or houses? (Or if you have their criteria) Are you still interested in homes/condos? (Wonderful)
- What price range are you looking to buy in? (Terrific)
- I'm curious ... are you currently renting or do you own your home? Do you need to sell before you buy? (Excellent)
- Is your house currently on the market? (Really)
- (If renting) Are you month to month, or are you in a lease? If you were to find the home of your dreams ... could you get out of that lease immediately?
- How have you been searching for homes?
- Obviously ... since you are looking online you aren't working with an agent...right?
- What will it take ... for you to buy a home?
- Let's meet for 15-20 minutes ... so I can show you what it will take to buy a home in today's competitive market and exactly what our team can do to assist you.
- What would work better for you? ... day/time or day/time.
- Great! My office is at.... My office number is....
- I'll send you out a confirmation email to... Is your email address still (repeat email address). And is this the best way to reach you?
- Every seller is going to want to know ... are you going to be paying cash ... or have you been qualified by a lender? (Perfect)
- (If cash) Terrific ... When we meet please bring proof of funds ...
- (If lender) Terrific ... our clients always ask us for a second opinion ... would you like one? No Lender: With such a big decision ... who you work with matters ... we have a great relationship with ... he/she helps all our clients ... why don't I have them give you a call?
- Great ... thank you again and we look forward to assisting you! Name ... will you do me a favor and let me know if something comes up and you can't make it at \_\_\_? .