

Hi, _____

Do you still own the property over at _____

My name is _____ with Eagles World Realty.

Have you thought about selling in today's market considering how high the market is?

THEY USUALLY SAY NO! Don't Stop..... ASK QUESTIONS

1. How long have you owned the property? (Really)
2. I'm curious, how did you happen to purchase an investment in this area? (Interesting)
3. If you would consider selling, when would that be? There is no time like the
4. Why don't we do this, why don't I send you over a CMA and let's just see what your property is worth.

"If the CMA indicates a price that is acceptable to you, are you ready to list the property right away?"

(If the answer is no, then tell them to call you when closer to being ready to sell so that CMA will be accurate. Then throw them away, don't waste your time.)

(If the answer is yes - "would you be willing to interview me for the job of selling the property?")

4. Are you interested in purchasing any other investment properties in this area?