Buyer Lead Follow-up

Hi, may I speak with (prospect name) please? Hi, my name is (your name) with (your company name), you called regarding a property we had for sale. Are you still looking to buy?

Yes

Wonderful! Let's talk about what you are looking for. (Use buyer questionnaire).

Thank you, (prospect name) and have a great day!

Why do you have anything?

Well, I just listed some great homes at excellent values. What I would like to do it take a few minutes to find out your wants and needs in a home so this way we can best assist you. Sound good? (Use buyer questionnaire).

No

Thank you and have a great day!

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