Open House Script # 1

1. Hello, come right in, may I show you through the home? Wonderful

2. Do you live in the area?

    - (If yes: That's great, which house is yours?)

3. I'd be happy to take a look at it for you. I can drop by right after my open house if you would like.

4. If not today, are week ends or week days better for you? Would ___ on __ work for you?

5. By the way, my name is _____ what's yours? Other agents have probably given you one of these; here is a consumer protection flyer entitled "Working with Real Estate Agents in (your state - if applicable to have signed)". Thank you, I will see you right after the open house (or _____ on _____). Now let's make sure I have your correct address.....

Open House Script # 2

1. Hello, come right in, may I show you through the home? Wonderful

2. Do you live in the area?

    - (If no: Welcome! Where are you from?)

3. And who's your agent? Later ask:

4. What would be the best time to show you property? (If not working with another agent)

5. Are week ends or week days better for you?
   Would _____ on _____ work for you?

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6. Oh, by the way, my name is _____ what's yours? Other agents have probably given you one of these; here is a consumer protection flyer entitled "Working with Real Estate Agents in (your state - if applicable to have signed)". Thank you, I will see you at _____on_____. Now let's make sure I have your correct information.....

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