Step 5 – Calls and Scripts Practiced and Ready

Fortunately, members of our private Top Pro Group have decided to share their scripts!

We offer an innovative way to practice your dialog and scripts with other agents. Throw on a USB headset with microphone and meet fellow agents in one of our training rooms to practice with each other!

Always plan and know exactly what you are going to say before you start a call.

We have follow-up scripts, offer of service scripts, phone scripts, listing scripts, sales scripts, handling objection scripts, you name it, and we're more than willing to help you find ways to remember them.

And the best part? *All of our scripts are currently used by top producers!*

Choose scripts that ask questions. This puts the focus back on the customer, where it should be! Selling is not telling.

In general, no two people doing scripts sound alike unless you have not practiced.

So, practice, practice, practice!

Share your success and let Coach Carol know you've completed this step.

Copy and paste this tweet onto Twitter: *I just completed Step 5 in my Top Pro Seller Certification @CarolMazur #topprogroup*

Becoming a high volume top producer is a serious step in life, which requires professional systems and guidance. Congratulations on putting your expired systems in place!

Search **e5** for additional real estate training tips.