POSSIBLE EXPIRED DIALOGUES

1) *Agent: Hello. Is this Mrs._____? This is_____with On Track Realty. Is your house sold or is it still available/are you still interested in selling? (Do not proceed until they admit they still want to sell.)*

The reason I called is to see if I can stop by, take a look at your house and ask you some questions that will help our marketing department...

While I'm there, I can (FAIR TRADE OFFER). May I stop by tonight at 6, or would 7 be better?

2) Agent: *Hello. Is this Mr. Expired?*
Client: *Yes, it is.*
Agent: *This is Floyd Wickman from On Track Real Estate. Is your house still available?*
Client: *You've got a lot of nerve! You must be the twelfth real estate agent that's called me.*
Agent: *Actually, I was notified today that your property wasn't on the market, but what did the other brokers want?*
Client: *Well, the same thing you want.*
Agent: *What's that?*
Client: *To list my house.*
Agent: *No, that's not why I'm calling. I'm glad you brought that up. Is your house still available?*
Client: *It's not on the market right now.*
Agent: *OK. So, it didn't sell?*
Client: *No. After those promises the real estate agent from ABC made, we were very disappointed.*
Agent: *I don't blame you there. The reason I called is because I was considering your property.*
Client: *For what?*
Agent: *For buyers I have. Do you still want to sell?*
Client: *Do you have a buyer?*
Agent: *Well, I don't know specifically because I haven't seen your property yet. But, if I had a buyer, would you sell?*
Client: *If you have a buyer, you can bring them over.*
Agent: *What do you mean? Before it's on the market?*
Client: *Well, if you had a buyer, we'd sell it.*
Agent: *So you do want to sell?*
Client: *Yes.*
Agent: *I'm looking at a copy of the multi-list and I'm amazed it didn't sell. Tell me, did the other broker advertise it?*
Client: *Obviously not.*

(Continued...)