NINJA AGENT OBJECTIONS

"We want to wait until spring."

You say: _(Name)_ I understand you want to wait but the problem is so does your competition…So come next spring we are going to have another flood of homes hitting the market and driving down prices. Don't you want to get the **most money** possible for the home??? (Yes) Great!
I can stop by today at 4:00 or tomorrow at 1:00.

"We want to wait for the market to get better."

You say: _(Name)_ We know the market will get better but the problem is when? I had several sellers tell me the same thing over a year ago and now the market has **dropped another 16%**...and unfortunately with the amount of inventory we have there is no indication it's going to get any better so I would like to come by and provide you **at the very least** with some information to help you make an **educated decision.**
I can stop by today at 4:00 or tomorrow at 1:00.

"We can't afford to pay a commission."

You say: I understand you are tight on the numbers but my goal is to make sure you **net the most money possible** and to make sure this happens you are going to need the best information available to **make an educated decision.** I will be in your neighborhood this afternoon and would like to stop by to view the home and make sure I can help you **get what you want.**
I can stop by today at 4:00 or tomorrow at 1:00.



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NINJA AGENT OBJECTIONS

"We are going to stay with our agent."

You say: _(Name)_ I can appreciate that you like your previous agent but the fact is they **did not do the job** you hired them to do…I will be in your neighborhood this afternoon and would like to stop by to view the home and explain **the aggressive approach** myself and my team takes to **get homes sold**.
I can stop by today at 4:00 or tomorrow at 1:00.

"We already have an agent in mind."

You say: _(Name)_ I'm sure your goal is to the net the most money possible for the property correct?_(Yes)_of course you do, and that's why its critically important to have a second opinion. I will be in your neighborhood this afternoon and I can stop by today at 4:00 or tomorrow at 1:00.

"How much is your commission?"

You say: _(Name)_ I can appreciate your goal is to **net the most money possible** but at this point I have not seen the home and I would like to be sure **I can help you**…so I will be in your neighborhood this afternoon and I can stop by today at 4:00 or tomorrow at 1:00.



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NINJA AGENT OBJECTIONS

“Do you have a buyer?"

You say: _(Name)_ I am working with several buyers right now **but** that’s not why I’m calling…. I was calling today to find out a little **more information** and see if I can **view the home**?
I can stop by today at 4:00 or tomorrow at 1:00.

“We want to wait until spring."

You say: _(Name)_ I understand you want to wait but the problem is so does your competition…So come next spring we are going to have another flood of homes hitting the market and driving down prices. Don’t you want to get the **most money** possible for the home??? (Yes) Great!
I can stop by today at 4:00 or tomorrow at 1:00.

“Can I call you back?"

You say: _(Name)_ I already have two **appointments scheduled** so to make **sure I am available** I will put you down for tomorrow at 4:00 and if you need to reschedule feel free to call me back. I look forward to meeting you!



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NINJA AGENT OBJECTIONS

“Have you sold any homes in my area?"

You say: _(Name)_ We sell a lot of homes in your area but to make sure **I can sell your home** I will need to stop by and view the property and get a little bit more information.
I can stop by today at 4:00 or tomorrow at 1:00.

“What is the list price?"

You say: Let me check on that for you as I want to be sure its not already under contract and just in case we get disconnected can you tell me the best number to call you back at?_(303-333-3333)_Great, and who am I speaking with?_(Dave)_, Well _(Name)_its not under contract yet and its currently listed at _($200,000)_I would be available to show you the home today at 4:00 or tomorrow at 1:00?
Follow up with Buyer Pre-Qualification Script



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