III,B,3,i

'Call & Verify Showing Procedures' Script

(Does not apply to vacant homes)

If the Seller has had showings . . .

"Hello, is _____ (Seller's name) there? Hi _____ (Seller). This is Marcy from The Crockett Team office. *(Listing Agent) asked me to make a quick call* for a quality check-up to make certain that the showings are being set in accordance with the procedures established when *(Listing Agent)* listed your property. Here is the procedure *(Listing Agent)* asked us to follow . . . (Read showing instructions). Is there anything that needs to be changed?

Thank you for your time. *It is always a pleasure* to talk with you. Have a Great Day!"

If the Seller has had NO showings . . .

"Hello, is _____ (Seller's name) there? Hi _____(Seller). This is Marcy from The Crockett Team office. *(Listing agent) asked me to make a quick call* for a quality check-up to make certain that the showing instructions given to me are in accordance with the procedures established when *(Listing agent)* listed your property. Each showing that we will be getting is important, and it's critical that the appointments are handled perfectly. Here is the procedure *(Listing Agent)* asked us to follow . . . (Read showing instructions). Is there anything that needs to be changed?

Thank you for your time. *It is always a pleasure* to talk with you. Have a Great Day!"

If Answering Machine . . .

"Hello _____ (Sellers name). This is Marcy from The Crockett Team office. *(Listing agent) asked me to make a quick call* for a quality check-up to make certain that the showing instructions given to me are in accordance with the procedures established when *(Listing agent)* listed your property. Here is the procedure (*Listing agent) a*sked us to follow . . . (Read showing instructions). It there is anything that needs to changed or modified, please don't hesitate to give me a call. Our office number is 974-7444. Have a Great Day!"