III,B,3,p **'Call to Address Questions or Concerns' Script**

If Seller home . . . .

"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* to touch base with you to let you know that we're working hard to get your home sold! Is there anything you'd like to discuss at this time? . . . . Be sure to let us know if you're running low on brochures! Again, it's our pleasure to assist you in the marketing of your home. Thank you again for your time. I'll talk to you soon."

If Answering Machine . . .

"Hello _____ (Seller). This is Marcy from The Crockett Team office. *(Listing agent) asked me to make a quick call* to touch base with you to let you know that we're working hard to get your home sold! Be sure to let us know if you're running low on brochures! If there is anything you need to discuss or if you have any questions, don't hesitate to give me a call. Again, it's our pleasure to assist you in the marketing of your home. I'll talk to you soon. Have a Great Day!"