III,B,3,g One Day Prior to Tour Script

One Day Prior to Tour Script: Confirm and instruct seller. (If Seller home)

"Hello, is _____(Seller's name) there? Hi _____(Seller), this is Marcy from The Crockett Team office. Do you have a minute? . . . . *(Listing Agent) asked me to give you a call* to confirm that your home will be on tour tomorrow from 11 until 3. The Crockett Team members will be touring your home, in addition to any other Smythe, Cramer agents who may already have a buyer in your price range. The Crockett Team wants to look at your home through the eyes of a buyer, so it's important for you to stage your home as if it were a real showing . . With the lights on and the curtains drawn. That way, we can provide you with honest and realistic feedback. Do you have any questions that I can answer at this time? . . . . Thank you again for your time. Have a Great Day!

One Day Prior to Tour Script: . . . (If Answering machine)

"Hello _____(Seller), this is Marcy from The Crockett Team office. *(Listing Agent) asked me to give you a call* to confirm that your home will be on tour tomorrow from 11 until 3. The Crockett Team members will be touring your home, in addition to any other Smythe, Cramer agents who may already have a buyer in your price range. The Crockett Team wants to look at your home through the eyes of a buyer, so it's important for you to stage your home as if it were a real showing . . . With the lights on and the curtains drawn. That way, we can provide you honest and realistic feedback. As always, please feel free to call me if you have any questions. Have a Great Day!"