III,B,3,h

Day of Tour Script

(Note: Make these calls between 3 and 5 PM)

Touch Base with 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 let you know that The Crockett Team members enjoyed touring your home today and I've heard a lot of positive comments. . . . (*We will submit specifics for you to say here.)* Do you have any questions that I can answer at this time? Thank you again for your time and for allowing us to tour your home. Have a Great Day!

Touch Base with Seller . . . (If Anwering Machine)

"Hello _____(Seller), this is Marcy from The Crockett Team office. ***(Listing Agent) asked me to give you a call*** to let you know that The Crockett Team members enjoyed touring your home today and I've heard a lot of positive comments. . . *(We will submit specifics for you to say here.)* Don't hesitate to call if you have any questions. Thank you again for allowing us to tour your home. Have a Great Day!"