# SCRIPTS & DIALOGUES–
# PROSPECTING SCRIPTS

JUDY MARKOWITZ
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**Why can't you give me the information? (For admin or call coordinator)**

Well, as I said I'm Judy's call coordinator, I am not a licensed agent and so I am not the expert, but I can have Judy or one of her licensed buyer specialists call you back and give you all the information you need. Would you like them to call you this evening or would tomorrow be better? Great, thanks for your interest and on behalf of Judy and our team, we look forward to giving you our best service.

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**Soft Just Sold –**

Hi may I speak to Mr. /Mrs. _____.

Hi Mr. / Mrs. _____ my name is Judy Markowitz, I'm a realtor with RE/MAX Millennium. I just want to let you know that we just sold the property at _____ and I'm giving you a call to see when you might be considering selling your home, or if you are curious as to what homes are going for in your area? (If they are interested in selling, proceed with complimentary market appraisal offer and start asking questions!) Thanks and have a great day.

(If they are curious, answer their curiosity with positive statements and then start asking probing questions and move toward a meeting)!