NINJA AGENT EXPIRED CALL SCRIPT

Hi, I'm looking for _____ … Hi _____ … my name is _____ with _____ …I was calling about your home on _____...and I noticed it came off the market yesterday and I was curious if you were still interested in selling the home?

(Repeat what ever they say back to them)

1. _____ Can you tell me why you are selling the property? (Downsizing) Repeat and Comment???

2. Have you had any offers? (No) …Not even a low ball offer? Act amazed and curious.

3. Were you having a lot of showings? (Nope) Really!

4. _____ … what do you think stopped your home from selling? (The market) Repeat and act curious???

5. How did you happen to pick the last agent you listed with? (My Cousin) Oh - and sound sad for them☹

6. _____... we sell a lot of homes in that area and I would like to view the property and explain the aggressive approach I take to get homes sold.

7. Would today at 4:00 work…or tomorrow at 1:00?

8. Great!...and so I can prepare an accurate net sheet for you can you tell me what you owe on the property?($100,000)... and do you have a second? (No)

9. Thanks_____!...I look forward to meeting you_____



For more information visit www.NinjaAgent.com email Coaching@NinjaAgent.com call 303.780.PLAN(7526)

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