Your 101 Point Farming Script

Hi, my name is _____ with _____. We just put your neighbor's home on the market over at _____... and we promised **the owner (or Name)** we'd inform the neighbors. It's at $_____....
And, we were wondering...

Who **you** might know that would like to move into our area? (**No one**!) **Great, well**

Thank you for taking the time to think about it... tell me...

When do **YOU** plan on moving? (Never) **Terrific! (They like their home)**

How long have you **lived** at this address? (I'm busy, about X years) **Great**

And where did you **move** from? (Town) **(Oh, good ole (repeat it)!**

How did you happen to **pick** this area? ( ) **Ah, (repeat it), Excellent!**

If you were to move...where would **you go** next? ( ) **Oh, Sounds Exciting!**

And **when** do you think that would be? ( ) **Fantastic!**

----------Top Pro Training Tips ----------

When they give you their moving date: **Cut the time in half and enter their info in your database to follow up with them. Under 1 year, make an appointment.**

Actually I was just thinking about whether I should put the home on the market – **Well great, I will be in your neighborhood soon and I'd be happy to take a look at it for you. What's better for you weekends or weekdays?**

Never, I am going to die here – **Well great, you must love your home. Let me know if you hear of anyone moving. I'm Name from Name! Got it? Great, thanks! (Only give your number if they ask for it.)**

Anything Horrible – **Ouch, I'm sorry to hear that – I wish you all the best. Take care.**

Anything Else – **I can understand that, or great, (ask the next question)**

How did you get my number? **I got it from the phone directory around Bill's home so that I could let his neighbors know he was selling. So I was wondering.**

I am on the do not call list. **Oh, I will update my records, I am so sorry, I was just trying to help your neighbor and I won't call you again. Oh, which neighbor? 123 main st – proceed if they want or cross them off your records and put their name on a do not call list in your file for best practice compliance.)**

Practice until you can laugh and have fun. When you make them laugh you win. Talk to 59 to get an appointment. Practice and get an appointment in 29 calls or less.

(Modification of a Mike Ferry Script shared by top pro member with real life answers included).