

## FSBO SCRIPT

1. Hi, I'm calling about the house for sale. Are you the owner? (Yes.) Great!
2. This is \_\_\_\_\_ with \_\_\_\_\_. I work with a lot of buyers and sellers in your area...and I was wondering...how can I help you? ( ) Great!
3. Let me ask ---how much time will you take--- before you will consider---hiring a strong agent for the job of selling your house? ( ) Excellent!
4. By the way, my name is \_\_\_\_\_ what is your name? ( ) Hi, \_\_\_\_\_
5. So \_\_\_\_\_, when you sell this house...where are you going next? ( ) That's exciting!
6. How soon do you need to be there? ( ) Excellent!
7. Why did you decide to make the move...? ( ) Terrific!Ouch!
8. How would you rate your motivation to---sell your house---high, medium, or low? ( ) Good for you!
9. How are you marketing your house? (Internet and Sign) That's great!
10. How did determine your price? ( ) Fantastic!
11. Did you leave any room in your price for negotiating with a buyer? (Within reason.) Terrific!
12. Why did you decide to market the house yourself... rather than hire a professional agent? (Save the commission.) That makes sense!
13. If you were to ---hire an agent... who would you use? (None in mind.) Fantastic!
14. (If they have someone) How did you choose that agent? ( )
15. If you were to---hire an agent---what would you expect from them? ( ) That's great!
16. Have you heard about the strategies I use to sell homes? ( ) Really!
17. \_\_\_\_\_, if I could help you get to \_\_\_\_\_ (motivation) ---and net you the money you want to make out of your house... would you consider interviewing me now? ( ) Perfect!
18. When would be the best time for us to get together---\_\_\_\_\_ or \_\_\_\_\_ at 3:00? Excellent!

# Fsbo Script Kevin Ward

**Terry C. Jones**



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