

## 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

**B Lingard**



**Fsbo Script Kevin Ward:**

The Hollywood Reporter ,1961

## **Fsbo Script Kevin Ward** Book Review: Unveiling the Power of Words

In a global driven by information and connectivity, the ability of words has are more evident than ever. They have the ability to inspire, provoke, and ignite change. Such could be the essence of the book **Fsbo Script Kevin Ward**, a literary masterpiece that delves deep to the significance of words and their effect on our lives. Compiled by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we shall explore the book is key themes, examine its writing style, and analyze its overall effect on readers.

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