



## JUST LISTED SCRIPT

Hi, my name is \_\_\_\_\_ with \_\_\_\_\_. I (my company) just listed a home for sale over on \_\_\_\_\_ ... it has \_\_\_\_\_ bedrooms and \_\_\_\_\_ baths ... and it's listed at \$ \_\_\_\_\_ ...

And I was wondering ... who do you know that would like to move into our area?  
( ) Fantastic!

I appreciate you taking the time to think about it ... tell me ...

1. When do you plan on moving? ( ) Terrific!
2. How long have you lived at this address? ( ) Great!
3. Where did you move from? ( ) Good for you!
4. How did you happen to pick this area? ( ) Excellent!
5. If you were to move ... where would you go next? ( ) That's exciting!
6. And when would that be? ( ) Fantastic!
7. Obviously ... you realize it could take 1 to 3 months in this market to get a home sold ... did you know that? ( ) Terrific!
8. So...my question is...do you have to be sold in one month...or do you want to start selling at that time? ( ) Wonderful!
9. Fortunately ... to get you one step closer to LA... all we need to do now... is simply set an appointment ... so I can help you get what you want ... in the time you want ... won't that be great? ( ) Fantastic!
10. Which would be better for you ... Monday or Tuesday at 4pm?