

## **“How did you get my number” or “Where did you get this number?”**

Be Prepared for this question.

If they ask, we recommend you have a scripted, prepared response ready.

Such as: I get a list of what listings expire from the MLS each morning. Generally, people are usually happy to have us reach out. You are right in our market area. I just need to know if you are still accepting offers.

Such as:

If they press, I have no idea where the information came from. So many sources. But I will be happy to add you to the black list and remove you from my system. Have a nice day.” Then move on. What you do NOT want to do is give them our name and phone number.

Just end the call.

Then click the Black List button to remove the number from your list. It is the quickest way to make them happy and save us all valuable time and energy. Thanks for not sharing our contact information.