



THE CENTER OF INFLUENCE AND PAST CLIENT SCRIPT

(You are calling people you know!)

1. Hi, this is _____. This is a business call ... do you have a minute?
2. Who do you know that would like to buy or sell real estate in the next 7-10 days?
3. Can you think of anyone in your (church group, family, neighborhood, and office) ... that may need my services at this time?

(X) Great!

4. Would you mind if I gave them a call?
5. By the way ... when do you plan on moving?

(X) Terrific!