



## **BUYER NEEDS SCRIPT**

Hi, I'm looking for \_\_\_\_\_. Hi, \_\_\_\_\_ this is (name),  
Real Estate Business Owner here in South Florida. I'm calling to give you some  
great news! <<Oh?>>

There's still a dramatic shortage of quality homes on the market. <<really>> Yes!  
I'm working with buyers that are looking for "A" quality properties like yours, and I  
was wondering... who you know that may be looking to sell? <<no-one>> ok!

I appreciate you taking the time to think about it... and I know I've caught you off  
guard. Sometimes after I share this information, folks do think of someone  
looking to sell. Why don't I send you my personal contact information so that if  
you think of someone, you can pass it on.... I could send it by email then I  
wouldn't need to bother you by phone again, ok? So what's the best email  
address for you? <<email address>>

So, tell me, who keeps you posted on what's happening with the equity in YOUR  
property? <<no one>> Wow! My team does this for many of your neighbors and  
will do the same for you so you remain in-the-know. From time to time we will  
stay connected so you can be informed as the market shifts. <<sounds good>>