

## "I HAVE A LIST . . ."

APRIL 18, 2016

I have a list:

"I have a list of the 5 best priced homes in town. Who do you know who needs the list?"

"I have a list of all the bank-owned properties in the area. Who do you know who needs the list?"

"I have a list of the best priced condos downtown. Who do you know who needs the list?"

"I have a list of the lowest-priced homes in the YaYa School District. Who do you know ..."

"I have a list of the best priced properties in biking distance to downtown. Who do you .... "

"I have a list of all the new construction in southwest City. Who do you know ..."

## **MONEY SCRIPTS!**

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Use these often, you'll make more money.

Some of these are mine, originals. Most have landed in my brain over the years of interacting with top agents, talking with thousands of buyers and sellers, sitting in or delivering hundreds of hours of trainings. Some of these I personally take credit for, some I have no idea the origin but it would have come from some savvy Realtor somewhere. Nail these, use them often and you'll make more money.

Look for our other FAVORITE SCRIPTS posts in the ["What What" blog category](#).

Here we go ... our favorite MONEY scripts:

- Is this the only property you have to sell or are there others?
- Who else do you know that I can help?
- Do you have any real estate needs this year?
- Is there anyone you know who may need our services this year?
- I have Realtor contacts in every city in the state and country ... I'll do the legwork to find the best agent anywhere.
- I have top commercial and Farm and Ranch agents in my office, happy to make that introduction to anyone you know who may need those services.