

# TINY SCRIPTS

APRIL 18, 2016

Tiny Scripts ... try these on for size:

- No offers – “So far you’re the highest bidder on your home.”
- “If you did sell, where would you move to?”
- Conversation opener – “I’m not sure if you can help me ... “
- “Tell me more about that.” (This works well with your spouse and children!)
- “Let’s talk about your situation.”
- “I have a list of the 5 best priced homes in south Town. Who do you know who needs the list?”
- “You have a lot of questions. Sounds like we should meet.”
- “When you have a real estate question, who is your go-to?”
- “What are you thinking? Where are you going? What is your timeframe?”
- “Can you meet this afternoon or is tomorrow better?”
- “I’ve really enjoyed talking with you. Would you like to get together to discuss this further?”
- “What is most important to you in this process of buying [selling]?”
- “When do you plan to move?”
- “When do you plan to buy?”
- “When do you plan to stop paying rent?”
- “Have you considered an investment property?”
- “Who do you know who needs my help?”