



## ABSENTEE OWNER SCRIPT

Hi, my name is \_\_\_\_\_ with \_\_\_\_\_. I am calling about your property on \_\_\_\_\_ (address).

And I was wondering ... When do you plan on selling that property? (Never) Terrific

1. How long have you owned the property? (Really)
2. I'm curious, how did you happen to purchase an investment in this area? (Interesting)
3. If you ever were to sell when would that be? (Great)

(Only go forward if they say 3 months or less)

Did you realize it could take 1 to 3 month in this market to get a property sold ... did you know that? (No) Excellent

Fortunately ... to get the property sold and closed ... all we need to do now ... is simply set an appointment ... so I can help you get what you want ... in the time you want ... won't that be great? (Fantastic.)

(If out of town client over the phone listing appointment would be scheduled for after the prelisting package including CMA, Completed Net Sheet and Contract has arrived at their home)

4. Are you interested in purchasing any other investment properties in this area? (Terrific)

\*\*\*If client says not sure if they want to sell, that it depends on CMA or that they need to talk to CPA first ask ...

“If the CMA indicates a price that is acceptable to you /or if your CPA approves of the sale, are you ready to list the property right away?”

(If the answer is no, then tell them to call you when closer to being ready to sell so that CMA will be accurate. Then throw them away, don't waste your time.)

(If the answer is yes - “would you be willing to interview me for the job of selling the property?”)