



Expired Script

Hi, this is _____ with _____ ... The reason for my call is two-fold...one...to be sure you know that your home is no longer listed for sale?...and...two...to see what your plans are for the property?

- 1. Had the home sold ... where were you moving to? What takes you there?*
- 2. How soon did you want to be there?*
- 3. (Name) ... what do you think stopped your home from selling?*
- 4. How did you happen to pick the last agent you listed with?*
- 5. What did that agent do ... that you liked best?*
- 6. What do you feel they should have done?*
- 7. What will you expect from the next agent you choose?*
- 8. I would like to apply for the job of selling your home ... are you familiar with the techniques we use to sell over 1000 homes a year?*
- 9. When would be the best time to show you ... Monday or Tuesday at 4:00?*