

# ProspectBoss

## **FSBO Script Script**

#1 Hi. I'm calling about the house for sale. Is it still available? Great! Are you the owner of the home? I am calling on behalf of [CLIENT NAME] at [AGENCY] and I was wondering if you are willing to offer a buyer agent commission on the home?

Do you have the home listed and/or working with another agent?

If they are, ask if they are tied to the listing and if they would like to speak to [CLIENT] about an in depth analysis and marketing plan to help them sell their home quickly and for the highest possible price.

Great! We have a lot of buyers in your area, and [CLIENT] would love to come by and see the home so he/she may see if it matches up with any of the buyers we currently are working with. Would this be something you would agree to? Are you currently listed in the MLS?

Great! When would be a good time? Please obtain email address for confirmation.  
(other questions and conversations occur but it depends on the situation)

OR

**Script #2** Good morning this is [Caller Name], and I am calling on behalf of [CLIENT NAME] at [AGENCY]. We noticed that you have your house listed for sale. [CLIENT] has a few questions regarding your home:  
How much are you asking for your home?  
Why are you selling your home?  
If your home sold tomorrow, where would you be?  
How much do you owe on your home? Do you have a second mortgage?

Leave this out unless lead is extremely positive:

[CLIENT] would like to visit you and discuss strategic marketing of your home. He/She will show you local trends, what houses are really selling for in your area, how long the average house stays listed in your area, what you can realistically expect your home to sell for and what needs to be done to get your home sold. What would be a good time for Leah to visit?

OR

## **Script #3**

Good Morning, This is [CALLER NAME] from [CLIENT NAME]'s [CLIENT COMPANY NAME] Team. How are you today?

FANTASTIC! [CLIENT NAME] wanted me to call you and see if he can help you get your home sold?

If [CLIENT NAME] had someone today that could pay cash for your home or was already preapproved would you be interested in selling it?

If Lead asks: Does he have a buyer?

[CLIENT NAME] has lots of buyers, but to say he has a buyer without first looking at your home, well I would be telling you a story and [CLIENT NAME] would never allow me to do that.

If you would just allow [CLIENT NAME] to take a look at your home, he can tell you if he has a buyer for it or how long it would take him to find a buyer. Is that fair enough?

When would it be convenient for [CLIENT NAME] to come out to look at your home, \_\_\_\_ at \_\_\_\_ or \_\_\_\_ at \_\_\_\_?

If Lead is in Bad mood: Can I ask you a question before I go?

If [CLIENT NAME] had someone today that could pay cash for your home or was already preapproved would you be interested in selling it? [CLIENT NAME] has lots of buyers but to say he has a buyer without first looking at it, well I would be telling you a story. But if you would just allow [CLIENT NAME] to take a look at it, he can tell you if he has a buyer or can find a buyer. Is that fair enough?

When would it be convenient for [CLIENT NAME] to come out?

**Voicemail Scripting:**

Hello I'm calling on behalf of [CLIENT NAME], and I'm calling about the house for sale. I was wondering if you are willing to offer a buyer agent commission. We have a lot of buyers in your area and we would love to see if we can sell your house to one of them, so please return my call and let me know either way at xxx.xxx.xxxx Thanks!