



*Tim & Julie*  
**HARRIS**<sup>®</sup>  
REAL ESTATE COACHING

## **Door Knocking Dialogue**

**Agent:** Hi, I'm [Your Name] with [Your Company] Realty. We just listed the home at 123 Example Street for lease. Over the next couple of weeks you might see one of our agent's cars at the home doing a showing. Would you do me a favor?

**Neighbor:** Of course.

**Agent:** Would you mind taking my card [or magnet/etc.] and if you ever see any issues at the property, would you please call me? That's my cell phone number right there. We want to be sure that the tenant we place is a great addition to your neighborhood.

**Neighbor:** Okay. I can do that.

**Agent:** [Hand them a flyer.] By the way, who better than you to pick your own neighbor! If you know a family member or friend who would like to move into your neighborhood, please let them know about this beautiful home for lease.

**Neighbor:** I sure will.

**Agent:** If you would like, I could add you to a list so that anytime a home comes on the market in your neighborhood you would receive an email. It's completely free. [Then get as much of their information as they are comfortable giving you.]