



Tim & Julie
HARRIS®
REAL ESTATE COACHING

Expired Script

Hi, I'm Looking For _____.

Hello, my name is _____. I sell real estate with_____.

I noticed that your home came off the market today. Were you aware of that? [_____] Great.

I just have a quick question for you. How soon do you need to get this home SOLD? [_____] Interesting.

*IF THEY ARE ANGRY, TRY ONE OF THE FOLLOWING LINES.
(REMEMBER MIRROR MATCH.)*

You're probably getting a lot of calls today. That must be pretty frustrating.

If I could get your home sold for you in the next, say 60 to 90 days, what would that do to your plans? [_____] I see.

When you first put your home for sale, where were you planning on moving to? [_____] I understand. When were you planning on being there? _____.

Why do you think your home didn't sell? [_____] I see.

What process did you use when you chose your previous agent? (_____) REALLY.

Have you already decided on your next agent, or will you be interviewing several and choosing the right one?

I would like the opportunity for you to interview me for the job. That way I can help you move to: _____. Let's meet later today - is ___pm or ___pm better for you? I also have _____ morning available.

IF YOU STILL NEED TO CLOSE...

_____, if you felt confident that your home would sell now, would you list it now? [_____] Interesting.