



Tim & Julie
HARRIS®
REAL ESTATE COACHING

Past Clients / Sphere of Influence Script

Agent: Hi Mr. [their Name] my name is [Your Name] with [Your Company] Realty. I have some great news. [Your Team] is now handling 100% of the real estate marketplace.

Owner: What does that mean?

Agent: It means that whether you're buying, selling, renting, or investing you can feel comfortable and confident referring to us.

[From here you can ask them if they know of anyone who is moving in the next 90 days that might need your assistance. Let them know that you are going to keep in contact with them on a monthly basis. (And then do it!)]