ROLE PLAY CLIFF NOTES

Oct 11 2018

***Short-Tempered Sellers***

**Objection: We’ve got it take care of….going to use our same agent.  
I know it’s frustrating let me take just 3 minutes to see if I can do something differently. I’m looking at it on the MLS, and I can already see a few things I can do differently if I were your agent. I’ve already sold over 100 homes this year…If can show you some things I might can do differently to get it sold wouldn’t that be at least something worth entertaining. I don’t know if I can sell your home, but at least give yourself a chance and another opportunity to sell your home. My suggestion for you is you’re going to get thousands of calls today…just don’t answer the phone. Let me come and see what I can do and how I can help.**

**Note: “I specialize in selling homes that other agents can’t sell.”  
“I’m surprised YOURS didn’t sell.”**

**Objection: We want to interview other agents before we sign with anyone…  
Do you feel like I can sell your home for you? I’m just curious why you feel like you need to interview other agents.  
Objection: Seems like the logical thing to do…  
Most people don’t after they sit down with me. Doesn’t this feel comfortable to you?  
Objection: What’s the harm in interviewing more agents?  
Just your time. Sometimes it can be confusing with inexperienced agents. I will call the other agents you are interviewing, personally, and give them the first shot at selling your property. That’s part of the service I offer.**