

Role Play Cliff Notes

October 25, 2018

Objection: I'm on the do not call list.

Gosh! Did you renew that in January?

Objection: Can you remove me from your list?

Sure! Are you planning on selling the home? Great! Is it going to be available for our buyers to take a look at it? Okay! When would be a good time to set an appointment for me to come by and preview the house?

Objection: Selling it on my own.

It sounds like you are trying to do the best thing for you financially. If there was a financial advantage to selling your home with an agent instead of doing it on your own, would you consider it?

Objection: FSBO, willing to pay 3% if you bring a buyer

So it sounds like you are trying to save the other 3% it costs to hire me, right? Let me ask you, if I could show you how I can put more money in your pocket, handle all the liability, and more than make up for that 3%, are you willing to consider it?

Objection: Waiting until Spring

You took your home off the market, right? Do you know what most sellers do this time of year? They take their home off the market too! So what do you think you should do if everyone is taking their home off the market and these buyers need a place to buy?

Objection: You've called me 10 times today. Please stop calling.

I know. I was just wondering if you are still accepting offers on your property? You are? Great! Well I have lots of buyers, so I'd love to come by to preview the property. When would be a good time for you today?