

<p style="text-align: center; font-size: 2em; font-weight: bold;">W</p>	<p style="text-align: center;">Why I'm Calling</p> <p style="text-align: center;">* VALUE</p> <p style="text-align: center;">* SERVE</p>	<p>Hi is this (_____ Lead)</p> <p>This is (__ Agent) with (_____ Realty). I see you're searching for homes in my Neighborhood and I was hoping to catch you while you were still on our site to point out a few unique features my clients REALLY find beneficial.</p> <p>Would it be OK if I told you a little more about those?</p> <p>I see you were mostly looking at Properties in _____ that are ___ bedrooms with _____.</p> <p>The great thing about our site is that we share what others just won't. For example we exclusively share where the home compares to others nearby relationally in 12 critical areas including the "walk score", multiple aggregated pricing models as well as supply demand indicators.</p>	<p style="writing-mode: vertical-rl; text-orientation: mixed; text-align: center; font-weight: bold;">W I S G A T</p>
<p style="text-align: center; font-size: 2em; font-weight: bold;">I</p>	<p style="text-align: center;">Info On Them</p>	<p>Now are you looking for a place for yourself or is this an investment property? Tell me a little bit more about your situation? Again my name is (__ Agent), can I get yours?</p> <p>Do you currently rent, or do you own your own home?</p> <p>If they own... "What would you prefer to do first? Find your next home or sell your present one?"</p> <p>Do you know what your home is worth?</p> <p>* On a scale of 1-10, with 10 being if we found you the right home at the right price you would buy it today, and 1 being you'd still pass on it - where would you say you are?</p> <p>* What would it take to get you to a 10?</p>	<p style="writing-mode: vertical-rl; text-orientation: mixed; text-align: center; font-weight: bold;">M O T I V A T I O N</p>
<p style="text-align: center; font-size: 2em; font-weight: bold;">S</p>	<p style="text-align: center;">System Is The Solution</p>	<p>The reason I ask is we use a 47 Step Home Discovery and Acquisition Method. This system is just NOT available to anyone else in Arizona and it makes sure that you get the right home, at your price.</p>	<p style="writing-mode: vertical-rl; text-orientation: mixed; text-align: center; font-weight: bold;">S Y S</p>
<p style="text-align: center; font-size: 2em; font-weight: bold;">G</p>	<p style="text-align: center;">Gain Expert Positioning - Why This Is Important To Your Situation</p>	<p>Almost any real estate agent, or website can show you the MLS list but in today's market it's critical to have a proven strategy to avoid getting beat out on offer after offer. Our method does that.</p> <p>Since we sell more buyers homes than any other team in the state - we tend to get PRIORITY ACCESS to blocks of homes not available to others. We're not talking the scary house in worst part of town. These are all types of homes, sizes and all conditions direct from the US government, the biggest banks and the largest non-profits .</p> <p>We don't just get our clients access to these properties but in most cases we are able to get them substantial discounts saving them thousands! Most of our buyers who have worked with other Realtors never even know these Properties existed.</p> <p>The Wall Street Journal just singled us out at one of the Top 50 teams in America... and that's out of 1.2 million agents. We feel that's pretty neat but what that really means to you is that we have the expertise, to not just find your dream home - but get it at your price and your terms.</p>	<p style="writing-mode: vertical-rl; text-orientation: mixed; text-align: center; font-weight: bold;">E X P E R T P O S I T I O N</p>
<p style="text-align: center; font-size: 2em; font-weight: bold;">A</p>	<p style="text-align: center;">And The Next Step Is</p>	<p>Now the next step is to get together at our office, and pull up a few homes that will best meet your criteria! Then we can get you out into the homes to get your feet wet.</p> <p>Is it better for you in the afternoons or evenings?</p> <p>Great, I have a slot available at 1PM today or another one a little later at 3:45 PM. Which of those work better for you?</p>	<p style="writing-mode: vertical-rl; text-orientation: mixed; text-align: center; font-weight: bold;">N E X T</p>
<p style="text-align: center; font-size: 2em; font-weight: bold;">T</p>	<p style="text-align: center;">Tell Them When & Where</p>	<p>Great, do you have a pen handy? First let me give you my cell phone number just in case you see another great home between now and the time we meet. My cell is _____ and again my name is _____, but you've probably already written that down right?</p> <p>OK, I've got you scheduled for _____ PM on _____. Let me give you our address : _____2680 S. Val Vista Bldg 5 Ste 122 Gilbert, AZ 85295</p> <p>It's super easy to find, and you can pop right in. About a mile north of the lower 202 loop in Chandler on the West side of the street with the huge Curtis Johnson Realty sign.</p> <p>***Now go to the buyer/seller interview checklist and ask them those questions***</p> <p>CRITICAL RESEARCH DATA NEEDED: Buyer Form - Seller Form</p> <p>OK (Name), we'll see you on _____ at ____ PM. I'll do all the research for you before we meet as well as letting Curtis know that you'll be coming in!</p> <p>Oh, and you're the type of person who would call me if something came up and you couldn't make it, right? Great ... we will see you...(date).</p>	<p style="writing-mode: vertical-rl; text-orientation: mixed; text-align: center; font-weight: bold;">C O N F I R M S O L I D I F Y</p>