



I Don't Work That XYZ

SCRIPT

One of the biggest complaints I get from Coaching Clients is low quality buyer leads that waste their time. The scripts below are ones you can use verbally, or in email form for lower quality leads that will save you time and effort.

Thank you for your interest in _____. Unfortunately, I am not able to help you with that because _____. What I would suggest for help with this is to _____.

You might be asking now.... What the heck goes in the blanks??

Here are some options, but please create your own scripts that fit the circumstances of most of your "wasted time" leads.

RENTAL CALLS

Thank you for your interest in the rental in Smithville.

Unfortunately, I am not able to help you with that because rentals in our area do not pay a fee to the agent that brings the tenant. I do handle our own rentals and we have ones available at X, Y, and Z that are similar to your request if you are interested in those. If not, you may contact the rental listing agent directly by _____ (explain how to find the rental listing agent on Zillow or wherever they found the listing they contacted you about) or you can find rentals in our area on Craigslist or Rentals.com. I hope this helps you in your search.

If you are instead interested in buying a home I'd love to talk to you. You may find that buying actually costs you less than renting in our market. Here is an

YOUR COACHING MATTERS



"Success is doing what you said you'd do consistently, with Clarity, Focus, Ease and Grace" -Maria Nemeth

article about that _____. Please do call me if I can help with one of our rentals or if you want to discuss a possible purchase.

AREA OR PRICE RANGE YOU DON'T WORK

Thank you for your interest in the home for sale for \$60,000 in Smithville.

Unfortunately, I am not able to help you with that because this property is out of my area of expertise, and I wouldn't want to mislead you that I am an expert in that area and/or price range. You may contact the listing agent directly by _____ (explain how to find the listing agent on Zillow or wherever they found the listing they contacted you about).

If you are instead interested in buying a home in the area of _____ and price range of _____, then I'd love to talk to you, as that is my area of specialty and I can properly represent you.

Attached are some listings in that area and price range to give you an idea and I look forward to hearing back from you if I can be of service.

Notice these are professional and helpful in giving them options, yet they don't offer to take on things you don't want work, nor want to bother with (like finding an agent to refer a low-end buyer you've not qualified yet).

Hope this helps you create a little more Clarity, Focus, Ease, and Grace in your 2016.

Remember, you do not work for free... you do not have to work with every lead... and you are not a social worker. You are in business to earn profits. It's a mantra you may want to adopt.

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