



Who Do You Know?

Past Client / COI Script

Hi this is _____ with _____. How are you today?

Today's' call is a quick one. With interest rates so low (or home prices going up, or activity so busy, or with change in the area) many renters or first time-buyers are finding it the right time to buy or invest in a home.

Who do you know that should be thinking about buying a home?

No one – thanks for thinking about that and (go to close)

My Brother – wow thanks for that – should I give them a call and how can I reach them?
(then go to close)

The close

Thank you for taking the time to speak with me today. Do you have any real estate related questions for me? I'll be sending some great information in the mail (or by email) ... and remember that I'm here to give you and your friends the best information and representation ... just when they need it most.

Again, Thank you for your time today!