

In-Person Script

Seller

You're a real estate agent?
We just listed our home for sale.

Agent

Tell me about your property!
I might have a buyer.

Seller

We've listed it ourselves for \$350,000.
It's in Willow Glen, three bedrooms,
three baths, and we've done a lot
of remodeling in the past five years.

Agent

And how has it been going,
listing it yourself?

Seller

Honestly, it's more work than we expected.

Agent

Oh? Tell me more about that...

Seller

You know, fielding calls, setting up
appointments, dealing with buyers who
aren't really serious. We haven't had much
luck with offers.

Agent

What made you want to list it yourself?

Seller

Well, it's a hot market, a great property,
and we were hoping to save on the
commission. Why not?

Agent

Let me ask you this. If saving money is your
main motivation for selling-by-owner, what
if we could work out a deal where you're
netting the same as if you didn't have to pay
commission? Would you be interested in
someone taking all of that work off
your hands?

Seller

Well, if the numbers worked out,
we would certainly be interested.

Agent

Great! Can I come by tomorrow at 10 a.m.
to see the place and talk numbers?

Seller

That works for me!

By keeping the conversation casual and asking questions, you build rapport and feel like a friend and ally. This sets you up to offer to solve their problems and get your foot in the door.

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RJ Shavelson



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