



## JUST LISTED SCRIPT

Hi, my name is \_\_\_\_\_ with (Brokerage Name). I \ (Brokerage Name) just listed a home for Auction over on \_\_\_\_\_ ... it has \_\_\_\_\_ bedrooms and \_\_\_\_\_ baths... and the bidding to start from price is \$\_\_\_\_\_.

And I was wondering ... who do you know that would like to move into our area?  
( ) Fantastic!

I appreciate you taking the time to think about it ... tell me ...

1. When do you plan on moving? ( ) Terrific!
2. How long have you lived at this address? ( ) Great!
3. Where did you move from? ( ) Good for You!
4. How did you happen to pick this area? ( ) Excellent!
5. If you were to move.... Where would you go next? ( ) That's Exciting!
6. And when would that be? ( ) Fantastic!
7. Obviously... you realize it could take 1 to 3 months to list your home traditionally.... Did you know that? ( ) Terrific!
8. So... my question is ... do you have to be sold in 1 month... or do you want to start selling at this time? ( ) Wonderful!
9. Fortunately... to get you one step closer to (LA)... all we need to do now... is simply set an appointment.... So I can help you get what you want.... In the time you want... won't that be great? ( ) Fantastic!
10. Which would be better for you ... Monday or Tuesday at 4pm?