

BULLSEYE PROSPECTING

Property Specific Script

- Name?
- Name, this is Brandon, I'm calling about the house over there on 345 appleton ct, you know the one with the pool, do you have a quick second?
- I'm a local realtor and that home sold for more than the seller wanted with multiple buyers that wanted to get into the neighborhood and I didn't know if this would be of any value but with buyers willing to overpay for homes like yours, I was curious if you had thoughts of potentially making a move anytime soon?
- Ok great! Well I know I'm just calling out of the blue so I wouldn't expect you to agree to anything, but if you want, I'd be happy to stop by one day this week and share with you how much buyers would be willing to give you, what day this week might work?