

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.

Fsbo Script Amazon Web Services

Daniela Niemeyer



Fsbo Script Amazon Web Services:

The book delves into Fsbo Script Amazon Web Services. Fsbo Script Amazon Web Services is a crucial topic that needs to be grasped by everyone, ranging from students and scholars to the general public. The book will furnish comprehensive and in-depth insights into Fsbo Script Amazon Web Services, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to Fsbo Script Amazon Web Services
 - Chapter 2: Essential Elements of Fsbo Script Amazon Web Services
 - Chapter 3: Fsbo Script Amazon Web Services in Everyday Life
 - Chapter 4: Fsbo Script Amazon Web Services in Specific Contexts
 - Chapter 5: Conclusion
 2. In chapter 1, this book will provide an overview of Fsbo Script Amazon Web Services. This chapter will explore what Fsbo Script Amazon Web Services is, why Fsbo Script Amazon Web Services is vital, and how to effectively learn about Fsbo Script Amazon Web Services.
 3. In chapter 2, this book will delve into the foundational concepts of Fsbo Script Amazon Web Services. The second chapter will elucidate the essential principles that must be understood to grasp Fsbo Script Amazon Web Services in its entirety.
 4. In chapter 3, this book will examine the practical applications of Fsbo Script Amazon Web Services in daily life. The third chapter will showcase real-world examples of how Fsbo Script Amazon Web Services can be effectively utilized in everyday scenarios.
 5. In chapter 4, the author will scrutinize the relevance of Fsbo Script Amazon Web Services in specific contexts. This chapter will explore how Fsbo Script Amazon Web Services is applied in specialized fields, such as education, business, and technology.
 6. In chapter 5, the author will draw a conclusion about Fsbo Script Amazon Web Services. This chapter will summarize the key points that have been discussed throughout the book.
- This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Fsbo Script Amazon Web Services.

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