

# In-Person Script

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**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

**RS Peters**



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## **Table of Contents Fsbo Script Amazon Web Services**

1. Understanding the eBook Fsbo Script Amazon Web Services
  - The Rise of Digital Reading Fsbo Script Amazon Web Services
  - Advantages of eBooks Over Traditional Books
2. Identifying Fsbo Script Amazon Web Services
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Fsbo Script Amazon Web Services
  - User-Friendly Interface
4. Exploring eBook Recommendations from Fsbo Script Amazon Web Services
  - Personalized Recommendations
  - Fsbo Script Amazon Web Services User Reviews and Ratings
  - Fsbo Script Amazon Web Services and Bestseller Lists
5. Accessing Fsbo Script Amazon Web Services Free and Paid eBooks
  - Fsbo Script Amazon Web Services Public Domain eBooks
  - Fsbo Script Amazon Web Services eBook Subscription Services
  - Fsbo Script Amazon Web Services Budget-Friendly Options

6. Navigating Fsbo Script Amazon Web Services eBook Formats
  - ePub, PDF, MOBI, and More
  - Fsbo Script Amazon Web Services Compatibility with Devices
  - Fsbo Script Amazon Web Services Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Fsbo Script Amazon Web Services
  - Highlighting and Note-Taking Fsbo Script Amazon Web Services
  - Interactive Elements Fsbo Script Amazon Web Services
8. Staying Engaged with Fsbo Script Amazon Web Services
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Fsbo Script Amazon Web Services
9. Balancing eBooks and Physical Books Fsbo Script Amazon Web Services
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Fsbo Script Amazon Web Services
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Fsbo Script Amazon Web Services
  - Setting Reading Goals Fsbo Script Amazon Web Services
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Fsbo Script Amazon Web Services
  - Fact-Checking eBook Content of Fsbo Script Amazon Web Services
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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