

# 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

**Judd E. Hollander**



**Fsbo Script Amazon Web Services:**

## Decoding **Fsbo Script Amazon Web Services**: Revealing the Captivating Potential of Verbal Expression

In a time characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its capability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Fsbo Script Amazon Web Services**," a mesmerizing literary creation penned by way of a celebrated wordsmith, readers set about an enlightening odyssey, unraveling the intricate significance of language and its enduring effect on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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