

SAMPLE DIALOGUE TO INVITE NEIGHBORS TO YOUR OPEN HOUSE

Hello ... my name is (name) with (company) ... and ... I will be hosting a special open house at (location) on (day) from (1 to 4) ... did you know this home was for sale?
(hand them a flyer/invite)

1. I promised the seller I would get the word out in the neighborhood... and I was curious ... who do you know ... that might want to live in our area?
2. Wonderful ... again ... It's this Sunday from 1 to 4 ... feel free to stop by ... I'd love to show you the home ...
3. By the way ... have you ever considered selling your home?

THE MEGA OPEN HOUSE

DIALOGUE FOR BUYERS



Hi, my name is _____ with _____.

1. How are you today? (Great)
2. What is your name? (Wonderful)
3. (Name) ... how did you find out about my open house? (Excellent)
4. What kind of home are you looking for? (Fantastic)
5. Who has been helping you with your home search? (Super)
6. What areas have you been looking at? (Great)
7. What homes have you seen that you like? (Terrific)
8. What prevented you from making an offer? (Wonderful)
9. What's your price range? (Excellent)
10. What's the name of your lender? (Great)
11. How much have you been approved for? (Fantastic)

