

RECHARGE

*Daily action initiatives
to drive your business*



PROSPECTING SCRIPT

Hello...I am looking for the owner of (123 Main Street...Mr. / Mrs. Jones). (wait for answer) This is _____ with Berkshire Hathaway HomeServices Georgia Properties. The reason for my call is...according to county tax information, it appears that you do not permanently reside at (123 Main Street)...is that correct? Not sure if you are aware...we are currently in a seller's market, where home sale prices are at their highest in over a decade.

I was wondering....have you had any thoughts of selling?
(if yes...proceed with setting an appointment to discuss further)

(If no)...

Do you know what your home is currently worth? It could be an incredible time to cash in on the increased value. I would be happy to put together a detailed market analysis for you and discuss over a Zoom call. (wait for response) What is the best email address to send the Zoom link?

(if no) ...

Okay, So, you're not interested in selling this property, I understand. As an investor, do you know...it's also an incredible time to purchase right now to continue building your financial portfolio?

Proceed with setting appointment, gathering further contact information, and/ or scheduling a time to follow up. Once all contact information is verified, be sure to add contact to your database and set up on a MoxiEngage campaign.

NOW IS THE TIME TO RECHARGE
Build your pipeline and increase sales today.

BERKSHIRE HATHAWAY | Georgia Properties
HomeServices

©2020 BHH Affiliates, LLC. An independently operated subsidiary of HomeServices of America, Inc., a Berkshire Hathaway affiliate, and a franchisee of BHH Affiliates, LLC. Berkshire Hathaway HomeServices and the Berkshire Hathaway HomeServices symbol are registered service marks of Columbia Insurance Company, a Berkshire Hathaway affiliate. Equal Housing Opportunity.