

# Script Ideas: “I need to think about it (listing with you).”

**These are scripts I have done, heard or seen but may not fit my style. Pick what works for your personality and style. Remember, your singular goal is to get an appointment or contract, not to play objection tennis.**

**Remember, there are different personality styles. In the DISC, the C personality is slow to make decisions. The S wants stability and neither wants to make a bad decision. Be careful when you push those personalities as they will reject you. Being willing to give them time will endear you to them and you still might get the listing at that meeting but they have to relax.**

“How about this, we go ahead and sign the papers and if you call me tomorrow saying you’ve changed you don’t want to work with me, I will rip them up. Sound good?”

“There’s a part in the contract where I put that you can cancel anytime before we get an accepted offer.”

“Tell me, which part do you need to think about?”

“Okay, when shall I call you back?”

“Oh, that’s not good news for me!” Laugh. “That’s often a brush off I have found. Did I say something wrong or not explain something right?”

“This is a big decision and you’re worried about making a wrong decision is that right?”

Yes “Do you have any doubt that I can sell your house and represent your best interests?” No “Well it is a big decision and I promise you that I am here to do everything I can to sell your home and make this as smooth as possible. Do you have any other questions?” No “Do you still need to think about it or are you ready to sign, it’s up to you.” (That up to you line is very important. This gives them control and takes away you being “that’ kind of salesperson. If they say they want to think, thank them and walk under this scenario.

“I don’t get that response too often. When I do it usually means I didn’t cover something very well. While I’m still here, ask me whatever questions you need answered.”

“It’s been a long day hasn’t it and then you take the time to meet me after all of it. Were there any questions I didn’t answer?”

“What I’ve done before is stepped outside for 15 minutes to give the owners time to talk privately. I would totally do that as well if it were me. Would that be helpful?”

“What I would hate is for me to leave, you meet a pushy agent and in a weak moment, make a weak decision and pick a weak agent.”

“I wouldn’t be doing my job as a strong agent to ask you what you need to think about? You want an agent that isn’t going to give up easily on you or your home. That’s me.”