

Script Ideas Expired: “We’re using the same agent”

These are scripts I have done, heard or seen but may not fit my style. Pick what works for your personality and style.

“What will they do differently this time?”

“Did you interview multiple agents before you chose last time?”

“Do you feel obligated to use that agent again? I appreciate loyalty however you don’t owe the agent anything and you don’t owe me anything, but you owe yourself the very best.”

“What do you feel they did well? What do you feel they could have done better?”

“How many homes have they sold in this area?”

“That’s really interesting, and a bit rare? I’m curious, why are you doing that?”

“I respect your commitment to that agent. Have you gotten a second opinion from anyone yet?”

“You obviously could do that and have you heard what I do to sell homes?”

“You seem to have a lot of confidence in that agent it seems. Was there anything they could have done differently?”

“I wouldn’t be doing my job if I didn’t ask you one more time for an appointment. I believe I am the best agent and I would like 20 minutes to sit down see if we agree upon that. If not, we will shake hands and part ways.”

