

# Script Ideas: “Why do I need an agent for new construction?”

**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.**

“While it is a new home, who are they representing? Whose forms are they? Whose will benefit from their advice?”

“They will likely tell you an inspection is not necessary. I have found that not to be the case multiple times. I have heard of a downstairs toilet that wasn’t hooked up and flushed into the basement. A gas leak from the hot water tank in the attic. A beam holding up the roof with no support under the floor.”

“I heard of multiple builders not actually finishing homes before close and pressure the buyers to close. One time the buyer agreed and it took over a month to get a relatively small thing done. In another, the house wasn’t painted. You need representation.”

“What’s your experience with builders? I have sold X homes and while it can go smoothly, sometimes it doesn’t, I’m here to help you with that.”

“Have you ever bought a car? Do you wish you had someone representing you there?”

“You’re working with their agent, on their paperwork and they never expect to have to earn your business again. Do you think they will do right by you in every instance?”