

# Script Ideas: “I want you to do some open houses.”

**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.**

**This is a very touchy subject with agents.** Many use this as their primary mode of prospecting. Others find it dangerous or a waste of time. For those that want to skip it, here's some scripting ideas.

“With the recent things that have happened to Realtors in Open Houses I have decided not to do them.”

“Did you know that the National Association Of Realtors surveyed a bunch of Realtors and only .5% of home sales were attributed to the open house? So if I did an open house every Sunday for 4 years, I would sell exactly one house.”

“I'll tell you a dirty little secret, open houses aren't about selling the house. It's about the agent getting more clients.”

“What I've found is that open houses bring in nosey-neighbors, looky-lou's and unqualified people to traipse through your home, open doors and poking at things. Is that what you want?”

“There are several reasons I don't do open houses beyond just my own safety. I can't watch everyone and so there is occasionally theft. Sometimes kids or even adults break things but don't tell us. I've seen carpet stains, doors and windows unlocked, toilets unflushed and on and on.”